



EUROPEAN NEWS

French unions encouraged by strikes in UK, Germany

BY DAVID WHITE IN PARIS

STRIKES in the UK and the recent West German steel dispute have spurred France's biggest trade union body to try to co-ordinate its action on a national scale with rival non-Communist unions.

M. Henri Krasucki, one of the leaders of the 2m-strong CGT, told a news conference that union leaders had been "encouraged" by labour developments in neighbouring countries.

The immediate goal was to force the Government and employers to reconsider their positions on the steel industry. The CGT, told a news conference with the exception so far of the moderate Force Ouvriere have called a national metalworkers' strike for mid-February in protest against 20,000 planned redundancies. The date for the 24-hour strike will be fixed next week.

In the meantime, shorter stoppages are planned in French

steelworks. In the steelmaking towns of Lorraine the teachers' union has joined the protest movement, keeping thousands of children out of school yesterday.

The CGT attacked the "phantom factories" which have been promised in the region—referring above all to 20,000 jobs which were foreseen by former Prime Minister, M. Pierre Messmer, after a meeting with President Valery Giscard d'Estaing last week.

M. Krasucki appealed for unity with other unions, especially the Socialist-leaning CFDT and the education union FEN. The CGT's relations with the CFDT have been at rock-bottom since the general election of March last year. Talks between the two unions in December showed up important disagreements, and their leaders are due to meet again in private next month.

M. Krasucki, who is also a member of the French Com-

munist Party's Bureau Politique, said labour struggles should focus on "the most pressing and most accessible claims" giving emphasis to industrial action on the level of individual companies, then branches and regions, and on a national level "when necessary". This declaration of strategy comes much closer than before to the pragmatic approach adopted by the CFDT since the general election.

Action would for the moment be concentrated on the regions of Lorraine, Nord-Pas de Calais and the Loire. There was no other option in these regions than to fight to save the steel industry, M. Krasucki said. He cast doubt on the Government's plan to promote new factories in these regions, mainly from the motor industry. So far, 11,600 new jobs have been earmarked in incentive backed plans. But M. Krasucki said the unions had been pressing for diversification for a long time before the steel crisis.

Austria may assemble Israeli fighter

By Paul Lendvai in Vienna

THE AUSTRIAN Federal Chancellor Dr. Bruno Kreisky has confirmed that the Israeli "Kfir" fighter aircraft may be assembled in Austria. The report is understood to have alarmed some Middle East diplomatic representatives who are concerned about the long-range implications of such a deal between Austria, a neutral country and Israel. However Dr. Kreisky who is known for his opposition to Israeli policies and for his sympathy for the Palestinian cause, made it clear that at issue was the assembly of an "Austrian" and not of an "Israeli" fighter.

Furthermore the Chancellor stressed that the components for "Kfir" could come from the U.S. and France and only the know-how from Israel.

Austria plans to purchase 24 fighters. It is also reported that Austria would have a 70 per cent holding in the Austro-Israeli project.

Talks between the Austrian side and the Israeli Aircraft Industries (IAI) are said to be already in an advanced stage. The aircraft would be assembled in a plant at Wiener Neustadt in Lower Austria.

Comecon hails 30th birthday

By Roger Boyes

EAST EUROPEAN countries yesterday hailed the 30th anniversary of the founding of Comecon as an important contribution to world economic stability and used the opportunity to salute at the European Economic Community.

The Soviet Union, East Germany and Bulgaria also described the 10-member organisation as a "dynamic force" which would bring together "the socialist commonwealth"—a clear reference to the Soviet-inspired attempt to secure a greater degree of integration in Eastern Europe. Romania, which barely mentioned the anniversary, made no reference to the phrase.

East German journals this week have contrasted Comecon with the EEC and have criticised Brussels for dragging its feet over attempts to normalise relations between the two groupings. The emphasis in the East European Press has been on stability of Comecon—with tacit references to the reactions in western Europe over the new European monetary system—and on its potential for development.

EEC OPINION POLL

The Commission's silent majority

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT, IN BRUSSELS

DEEP IN the bowels of the European Commission, a small but dedicated group of opinion researchers has been working away for years, testing the shifting mood of Europe by putting to its citizens questions which national opinion polls seldom get around to asking.

Every three months or so, the pollsters sally forth with questionnaires designed to measure attitudes in each of the Nine EEC countries on issues such as the popularity of the Common Market, the development of EEC integration, and the importance of the forthcoming European elections. Their findings are

duly reported in a publication entitled Euro-barometer.

Most of their findings that is for this month the scientific seekers after truth unwittingly came up with answers to sensitive questions which they politically-minded masters in the Commission to gulp, and promptly order the information to be suppressed. As a result, the latest Euro-barometer is somewhat thinner than it ought to be.

The missing pages contain the first EEC-wide survey of how voters intend to cast their ballots at next June's European elections. In particular, these

show that in France the Socialists are likely to pick up almost 40 per cent of the popular vote and the Communists 11 per cent, while President Giscard d'Estaing's Republicans and the Gaullists will muster barely more than 30 per cent between them.

Even though the sample on which the findings are based was taken four months ago, France's two Commissioners M. Francois-Xavier Ortoli and M. Claude Cheysson insisted that the political situation in their own country was far too delicate to absorb such controverted news. Their 11 colleagues,

quailing at the thought of a rumpus with the Elysée Palace, hastily agreed.

The poll also finds surprisingly strong support in Italy for the small Socialist party. It is expected to win almost 24 per cent of the vote, second only to the Christian Democrats with 37 per cent, while the Communists are relegated to third place with 22 per cent.

In Britain, the poll gives a slight edge to the Conservative and Unionist parties, with 46 per cent, over Labour, the Northern Ireland Labour Party and the Social Democratic Labour Party, with 44 per cent.

Dutch chemical groups expect another difficult year

BY CHARLES BATCHELOR IN AMSTERDAM

LEADING DUTCH chemicals companies foresee little easing of the industry's problems in 1979. Prices may be firming in some sectors but raw material costs are also starting to rise, according to the views of senior executives in the industry.

Union demands for a shorter working week and the difficulty of filling vacancies are two of DSM's main preoccupations. DSM is affected more than the average European producer because most of its plant is located in Holland, where costs are high, executive board chairman Mr. Wim Bogers said.

ICI Holland expects that, despite higher oil prices, volume sales will recover slightly, and hopes that prices will rise in line with costs. The 1978 result was better than the year before but the company's modest expectations were not met.

Hoechst Holland appears to be the most optimistic of the chemical majors operating in

Holland with its expectation of a continuing improvement in the operating result of the company as a whole and also of the sales division. The result was only moderately positive last year but this was still an improvement on 1977.

Shell Chemie had a disappointing year in 1978. Mr. E. Meijneken, managing director, said sales volume rose slightly but lower prices wiped out any improvement. Esso Chemie's financial result was less favourable than in 1977 despite an improvement in operating levels, and a further worsening is expected in 1979, Mr. J. K. Boe, chief executive, said.

Gist-Brocades achieved an average 90 per cent use of capacity in 1978 although profits at around 2 per cent of sales of more than Fl 1bn (\$500m) were too low. The contribution to profits by companies outside Holland is rising while that of domestic companies is falling.

Union officials have said privately that an important objective of their strike action over new wage claims is to demonstrate to the employer and the Government that it also seems the leadership of the two main union organisations—the Communist-controlled Confederation of Workers Commissions (CCOO) and the Socialist General Workers Union (UGT)—have sought, through industrial militancy, to head off criticism by the more radical rank and file of co-operating too closely with the Government.

The unions, it is suggested, have deliberately sought to emphasise non-wage aspects in their new agreements. Thus, in the new Chrysler agreement, the company has accepted that night workers need not work night shifts, that some 300 new jobs will be created, that the number of hours worked annually be cut to 1,200 hours (just under 38 hours per week) and that 92 employees be allowed time off for union activity. The company will also supply more information on its activities.

Spanish wage claims settled within norm

By Robert Graham in Madrid

AS SPAIN continued to be affected by wide-ranging wage disputes, there are signs that the Government's 14 per cent ceiling on increases, imposed by decree, is holding. Chrysler, a key employer in the highly unionised motor industry, has had a 14 per cent pay offer accepted after an eight-day strike, and Madrid refuse collectors have accepted a 13 per cent offer by the municipality after a two-day stoppage.

Yesterday strikes were still continuing in the Madrid engineering industry and in parts of the motor industry. But these settlements, coupled with an earlier national railways settlement, confirm the impression that the trade union leadership is anxious to observe the pay norm.

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Italy labour protest over killing

BY RUPERT CORNWELL IN ROME

AS ITALY'S political parties faced up to the probable collapse of the minority Christian Democrat Government, workers up and down the country went on strike yesterday in protest at Wednesday's killing of a Communist shop steward in Genoa.

The two-hour stoppage was a measure of popular outrage at the first killing of a trade unionist in Italy. The indignation is likely to reach a climax on Saturday, when Sig. Guido Rossa is buried in the presence of Sig. Enrico Berlinguer, the Communist leader, and the heads of Italy's main trade unions.

Such has been the protest that there are signs of uncertainty among the Red Brigades themselves, universally presumed responsible for the murder of a man who last October helped identify a sympathiser of the terrorist organisation at the Italsider steel plant in Genoa.

This latest manifestation of the renewed terrorism now gripping Italy has heightened tension sharply on the eve of the crucial meeting of leaders of the five parties in the Parliamentary majority keeping Sig. Giulio Andreotti, the Prime Minister, in office.

Although continuous back-stage efforts were being made yesterday to prevent the present impasse leading to an early general election, the expectation last night was that the talks would end with the formal

withdrawal of Communist support.

This in turn would sound the death knell on Sig. Andreotti's 10-month old Government. The efforts on the parties are now directed towards finding some alternative formula to fend off so premature an end to the current Parliament.

Should events follow this course, the likely timetable is for the Prime Minister to make a brief Parliamentary appearance on Monday. After the withdrawal of Communist support, he would hand in his resignation to President Sig. Sandro Pertini.

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W. German steel orders improve

BY GUY HAWTIN IN FRANKFURT

WEST GERMANY'S iron and steelmakers have reported a small increase in orders for rolled steel finished products during December—a lacklustre epilogue to a lacklustre year. Even so, it was a better performance than in November when bookings remained steady at the previous month's uninspiring figure.

One note of encouragement came in the form of a 9.9 per cent increase in orders from domestic consumers—the

industry's largest customer. Home bookings went up by about 100,000 tonnes to just over 1.13m tonnes and were the sole reason for the 3.7 per cent increase in total orders, which rose from November's 1.73m tonnes to more than 1.74m tonnes.

Bookings from other customers in the EEC, which have been poor throughout the year, weakened further. They dropped by 14.7 per cent from the

previous month's 176,000 tonnes to 150,000 tonnes. At the same time, bookings from third countries, including the U.S., declined by 1.2 per cent to 500,000 tonnes.

The figures—which do not include those for semi-finished products, hot-rolled broad strip and special steels—show, however, that the industry had a rather better year than in 1977 when it plumbed the depths of the current recession.

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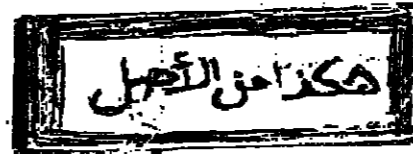
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Advertisement for U.S. optimistic over N-test ban treaty. Discusses the impact of the treaty on chemical weapons and the role of the U.S. and other nations.

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Advertisement for Petroleos Mexicanos, U.S. \$100,000,000 Floating Rate Notes 1984. Includes details on interest rates and contact information.

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# Delay of Khomeini's return dismays top Moslem clergy

BY ANDREW WHITLEY AND SIMON HENDERSON IN TEHRAN

SENIOR MOSLEM clergy in Iran were dismayed and concerned by Ayatollah Ruhollah Khomeini's decision to delay his return and although they advised their supporters not to react violently, they feared there may be disturbances.

Coinciding with the first large-scale appearance of anti-Khomeini demonstrators in Tehran, attacks on property in the University area—a well-known opposition stronghold—took place.

After confusion as to whether the airport was closed or open on Wednesday, the military Governor of Tehran, General Rahimi, issued an order late on Wednesday night confirming that it was closed until midnight on Saturday. A Swissair aircraft did, however, land and take off with passengers yesterday.

Senior members of the clergy have confirmed for the first time that they are negotiating with the military about Ayatollah Khomeini's return. They say that the talks started a few days ago and are still continuing, but do not say how the talks are progressing and whom they are meeting.

Two executive members of the newly-formed religious council, set up in Tehran said yesterday that the Government of Dr. Shapur Bakhtiar was postponing the Ayatollah's arrival, desperately hoping that some accident or event would prevent him coming back to Iran. The authorities, they said, had decided to close the airport to

give themselves time to find a solution. It is not certain how much initiative is being taken by the Army independently of Dr. Bakhtiar, who had earlier sent a letter to the Ayatollah Khomeini asking him to postpone his arrival. The letter, published yesterday, warned of trouble between rival groups if the Ayatollah, the most prominent anti-Shah leader even during his 15-year exile, returns.

There was a big demonstration, estimated at 300,000 people, in Tehran yesterday by a group claiming to represent the silent majority backing Dr. Bakhtiar and adherence to the constitution. Although many middle class Iranians would indeed support such an approach in theory, persistent reports alleged that soldiers in civilian dress and their families, made up a large part of the crowd.

The demonstration passed off without serious incident but, later, organised pro-Shah gangs numbering some 2,000 to 3,000, rampaged through the University area.

David White in Paris adds that the Ayatollah Khomeini has put off his planned return to Iran by three days until Sunday because of the closure of Iranian airports. No aircraft could be found to take him in defiance of the Iranian Government's action.

Air France confirmed yesterday that it was studying the request made by Ayatollah Khomeini's entourage to charter one of its aircraft.

# Development plans for Rhodesia

BY TONY HAWKINS IN SALISBURY

RHODESIA yesterday published a five-year public sector development programme forecasting state spending on development of £2.5bn over a five-year period. The plan is based on the assumption that after majority rule elections Rhodesia will be readmitted "into the comity of nations," that the guerrilla war will end, and that economic sanctions will be lifted.

The programme assumes that the incoming black government to be elected at the April majority rule elections will be able to borrow abroad in international capital markets and also obtain aid from international aid agencies.

It identifies four "sources" of finance. These are: "Special projects and own resources" which refers to the commercial operations of major public utilities such as the railways, the electricity authorities, the

national airline and the posts and telecommunications corporation. This is scheduled to provide nearly £900m in capital in the form of supplier credits,

five years, most of this being earmarked for education and rural development. Some £730m would be raised in domestic capital markets and

grantees in the realm of rural development with the plan postulating state spending of £255m being earmarked either for rural development or for agricultural support services including roads and land development in the tribal areas and major new irrigation projects. The largest single project envisaged is the deferred plan to establish a thermal power station at Wankie Coalfield at a cost of some £340m. There are plans too for new hydro electric power projects to be developed along the Zambezi River in co-operation with the Zambian Government.

The plan is to be put to the incoming nationalist government due to take office after the April 20 elections. No date is given for its introduction but it is assumed that year one of the plan will start in July 1979 which is the Government's 1979-80 fiscal year.

# Japan aims at 1985 current account surplus of Y1400bn

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

JAPAN expects to be in equilibrium on its basic balance of payments but to be running a current account surplus of between Y1,400bn (£3.53bn) and Y1,500bn by 1985, a senior Economic Planning Agency official said yesterday.

This figure is not greatly different from the current account surplus target for 1979. The 1979 projection, however, has been widely regarded as an optimistic guess with actual trends pointing towards a somewhat higher figure.

The Government apparently hopes that the current account surplus will fall steadily from 1979 until the early 1980s before turning up slightly to the Y1,400bn-Y1,500bn level by the middle of the decade.

This level would be acceptable to the rest of the world, it is believed, if Japan's overseas aid has risen to levels which compare favourably with the performance of other Organisations for Economic Co-operation and Development member countries by or before the mid-1980s.

The new figures for Japan's

payments performance in 1985 appear (in yen terms only) in the preliminary draft for a new seven-year economic development plan covering 1979 to 1985, which was approved by the Cabinet yesterday.

The plan puts Japan's gross national product in 1985 at Y315,000bn in constant 1975 prices, which implies an annual growth rate for the economy of slightly less than 6 per cent a year from the figure of Y211,800bn projected for the current fiscal year.

The introduction to the draft plan recalls that Japan's growth rate was set slightly above 6 per cent in the 1976 plan, which was itself "somewhat more conservative than hitherto." This, however, turned out to be unattainable in spite of "extraordinary efforts" by the Government to realise the target figure.

Apart from laying down numerical guidelines for economic growth, the new draft plan suggests various policy targets for Japan to follow over the next seven years. The principle target is to achieve full employment combined with price stability by the middle of the decade.

Another aim (listed third in the plan's order of priorities) is "co-operation and contribution to the development of the world economy."

# Mao backers under fire

BY COLINA MACDOUGALL

NEW EVIDENCE is rapidly accumulating to show that China's senior Vice-Premier Deng Xiaoping (Teng Hsiao-ping) is greatly strengthening his position at the expense of leaders formerly appointed by Chairman Mao.

Attacks this week in the People's Daily on Kang Sheng, now dead but in the early 1970s in charge of public security, appear to threaten Wang Dongxing (Wang Tung-sing) who today is believed to have overall responsibility for the same area. Wang, once Mao's bodyguard and now one of China's top six, has for some months appeared to be slipping.

Even Chairman Hua Guofeng (Hua Kuo-feng) himself could be involved since he was Minister of Public Security and an

associate of Kang's in the early 1970s. Significantly these attacks follow a call by a provincial official for freedom to criticise leaders.

In the last month three new top provincial party leaders have been appointed, all apparently supporters of Deng. That leaves only two provinces out of 29 with the same leaders as before the death of Mao.

An important military switch in which the commanders of the Wuhan Military Region and the Kunming Military Region exchanged posts, revealed last Monday, suggests a strengthening of the civilian bureaucracy, and thus of Deng's hand, as opposed to the military, since transferred army leaders leave behind the subordinates whose loyalty they have cultivated.

# Bhutto's economic policies 'aimed to boost patronage'

BY CHRIS SHERWELL IN ISLAMABAD

PAKISTAN'S military Government yesterday attacked Mr. Zulfikar Ali Bhutto, the deposed Prime Minister, and his regime for causing the near-collapse of the economy in the period before the July, 1977 coup which ousted him from power.

In the third of a four-volume series being published ahead of the Supreme Court's judgment on Mr. Bhutto's appeal against the death sentence, the Government said that Mr. Bhutto's policy of nationalisation was intended to break the economic potential of any possible political opposition and to give the Government more patronage, resources and employment opportunities.

The 80-page document says that nationalisation of the country's agriculture-based industries led to a complete

paralysis of investment activity. It also says that in its monetary and fiscal policies the Bhutto regime's increasing reliance on monetary creation and foreign assistance, and a significant decline in the savings rate, badly damaged the economy.

Mr. Bhutto's much-vaunted land reforms, it says, were impaired by "leakages in implementation, deliberate flouting of the law by influential landlords belonging to the ruling party or otherwise favoured, and arbitrary application of the law to suit the political interests of the rulers or to carry out Mr. Bhutto's will."

However, the document overall is less an attack on Mr. Bhutto himself than on the mismanagement of the economy which occurred under his rule.

# \$40bn defence expenditure by Moslem nations

By Reginald Dale

MOSLEM COUNTRIES spent approximately \$40bn on their regular defence forces last year, according to the new Islamic Institute of Defence Technology, set up in London this week.

On the basis of spending in recent years, there was no doubt that the defence build-up in the Moslem world would continue for many years.

Announcing the establishment of the Institute, Mr. Salem Azzam, its president, said that the 41 Moslem countries had more than 3.5m men under arms. Together, they had more tanks and aircraft than the whole of the North Atlantic Treaty Organisation excluding the U.S.

The Institute intends to advise Moslem Governments on their defence purchases and to inform Western nations of Islamic thinking on defence. Its first major initiative is a five-day conference at Heathrow Airport next month, which it hopes will be opened by President Mohammed Zia-ul-Haq of Pakistan.

# Fraser India visit

NEW DELHI—Prime Minister Malcolm Fraser of Australia arrived here yesterday for the start of an official eight-day visit and began talks on regional and bilateral issues with Prime Minister Morarji Desai. AP

# Some progress reported in Mideast talks

SOME PROGRESS has been made on one aspect in the disputed areas of negotiations between Egypt and Israel, according to Mr. Alfred Atherton, the American special envoy to the Middle East yesterday. However, this did not involve the crucial issue of linkage between an Egyptian-Israeli treaty and the question of Palestinian self-rule.

Mr. Atherton's talks had made progress on the controversial section six of the draft peace treaty. Egypt had demanded an interpretation which would allow her the right to defend her Arab neighbours.

Mr. Atherton reiterated that the U.S. intends playing a full part in the negotiations between Egypt and Israel.

The semi-official newspaper al-Ahram reported that Egypt's position remained unchanged.

"We are holding firm to our position which the U.S. supports," the newspaper quoted Dr. Boutros Ghali the acting Foreign Minister as saying.

The newspaper also reported that President Sadat met American ambassador Hermann Eilts on Wednesday and asked him to convey a verbal message to President Carter.

# Zambia maize shortfall forecast

BY MICHAEL HOLMAN IN LUSAKA

CONTINUING DROUGHT may cause a 225,000-tonne shortfall in Zambia's annual requirement of 540,000 tonnes of maize, say Agriculture officials.

If the forecast is correct, the country will run out of home-grown maize—the staple diet—by April, 1980, with the following season's crop not due until July or August.

Thus there is a growing likelihood that Zambia will have to import maize at a cost of some \$30m if it comes from South Africa or double that amount if the source is the United States. Complicating factors include an acute shortage of foreign exchange and congested transport routes.

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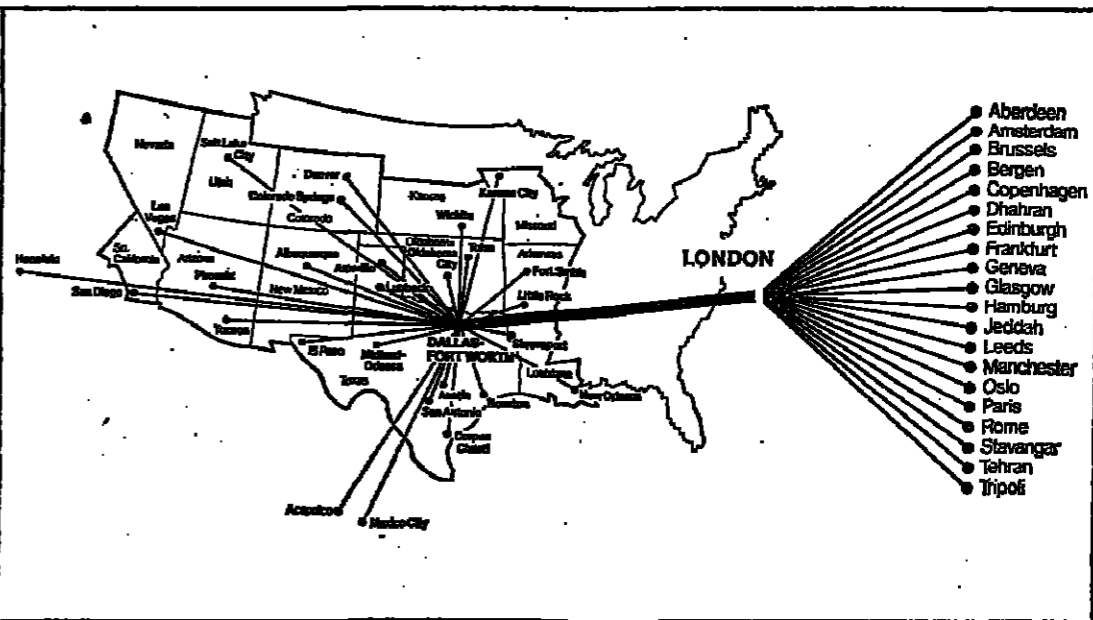
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# BRANIFF INTERNATIONAL

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MEXICAN PRESIDENT TALKS TO THE FT

Lopez Portillo denies oil 'blackleg' threat to OPEC

BY WILLIAM CHISLETT IN MEXICO CITY

MEXICO will not use the huge increase in its oil production to become a "blackleg" to the Organisation of Petroleum Exporting Countries.

future world oil prices and on future co-operation between the State oil companies in OPEC and non-OPEC countries.

Portillo said, was that excessive oil revenues could over-heat the economy. The oil money had to be used extremely carefully.



Sr. Jose Lopez Portillo

said that Mexico did not need to sell its gas, as it could all be used in its new national pipeline system.

Egypt may seek new bids on £700m telephone scheme

BY MAX WILKINSON

EUROPEAN Telecommunications companies have been given new hope of obtaining a share of the £700m business for modernising Egypt's telephone service.

the result of an intensive marketing exercise by European telecommunications companies, particularly the French CIT Alcatel, which is working closely with the French Government and the French Telephone Authority.

was rapidly followed by a bid from the U.S. consortium. Although the Egyptians would like to break up the project into smaller pieces and to go to an open tender, much will depend on the financing arrangements through direct aid or soft loans which can be offered by different governments.

EEC warns Spain on constraints

By Guy de Jouxieres, Common Market Correspondent in Brussels

THE European Commission has delivered a stiff rebuke to the Spanish Government about restrictions which it is placing on exports from the EEC and has demanded that they be rapidly dismantled.

Since the agreement took effect, the value of Spain's exports to the Community has risen almost eight times, while its imports from the EEC have increased only three and a half times.

Carter administration likely to support labour law reform Bill

BY JOHN WYLES IN NEW YORK

THE CARTER administration is expected to support fresh legislation aimed at reforming U.S. labour law in an attempt to mend its tense and uneasy relations with the trade union movement.

labour law reform Bill will be sent to the Congress this year with Administration backing. The contents of the Bill will obviously determine its prospects but anything resembling last year's legislation looks likely to spark the same fierce and extensive lobbying by business which eventually helped its demise.

Manufacturers, told the Financial Times that anything resembling the original would encounter the same determined opposition from business. But more likely to push the AFL-CIO towards a weaker version is the fact that last year's November elections have left Labour with certainly three and possibly five fewer supporters in the Senate.

Government denies repression claims

By Our Mexico City Correspondent

THE MEXICAN government in an unprecedented Press conference on Wednesday denied the allegations by human rights groups that 314 people have disappeared for political reasons.

£200m order for Boeings

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

STATE CONTROLLED airline, Air France, is negotiating the purchase of 14 Boeing aircraft including four 747s and ten 727s worth about \$400m (£200m). Reuter reports from Paris.

Japanese urged to invest in UK by acquisition

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

THE LONDON merchant bank, Kleinwort, Benson, yesterday staged what is believed to be the first seminar ever held in Tokyo on the subject of how to invest in Western countries through the acquisition of existing companies.

Japanese urged to invest in UK by acquisition

with 800 in West Germany and 380 in France. A larger proportion of medium sized companies in West Germany and France, subsidiaries of multinationals and thus not available for acquisition.

'Crisis of existence' for Canada

By Victor Mackie in Ottawa

CANADIANS face not just a crisis of development, but a crisis of existence, in which the reasonably effective governing of the country is at the point of breakdown.

Congress considers bank reserves law

BY STEWART FLEMING IN NEW YORK

THE U.S. Congress is examining legislation on bank reserves which would reinforce the power of the Federal Reserve Board and shift the balance of competition between banks and thrift institutions.

Legalised parties

The Government last year legalised several Left-wing parties including the Communist party which this year for the first time will take part in the Congressional elections.

Mexico, compared with other countries in Latin America where human rights are flagrantly denied, enjoys a fairly good record. But Opposition parties insist that the situation is not what it should be as the Government struggles to set in motion political reforms aimed at opening up a fossilised system dominated for 50 years by the Institutional Revolutionary Party (PRI).

The Knesset Finance Committee has approved credits to haulage firms for the acquisition of 1,300 trucks, 300 of them to be imported ready for the road and 1,000 to be assembled locally from imported kits.

In addition, buying into an established concern would mean the acquisition of management team "onto which Japanese skills could be grafted."

One leading Japanese liquor manufacturer is believed to have commissioned Kleinwort Benson to carry out a general study of the UK industry apparently with a view to eventually buying into it.

Meagre productivity upsets U.S. growth forecasts

BY JUREK MARTIN, U.S. EDITOR, IN WASHINGTON

THE NEGLIGIBLE growth in U.S. productivity is not only making control of inflation more difficult, but has induced the Carter Administration substantially to lower its estimates of the potential expansion of the economy.

means the inadequacy of some statistics. But it concludes simply that the decline in productivity is disturbingly widespread. The report concedes that this phenomenon has made it easier to bring down the rate of unemployment.

believes that the rise in unemployment this year can be kept to modest levels in spite of slower economic growth. It is projecting an increase to only 6.2 per cent, whereas many private economists are forecasting a year-end rate of closer to 7 per cent.

Army denounced

The thesis, part of which was published in the liberal magazine Proceso, along with comments by Sr. Bautista, denounces the army for its repression and alienation from the people.

ECGD extends bond support

Financial Times Reporter

THE MINIMUM limit for export contracts qualifying for the Export Credits Guarantee Department's bond support scheme has been reduced from £500,000 to £250,000. This was announced yesterday by Mr. Michael Meacher, Parliamentary Under Secretary of State for Trade.

Brazil to conform on trade

BY DIANA SMITH

BRASILIA — The Brazilian Government has taken major steps to bring its foreign trade practices into line with GATT norms. Its export subsidies have been under heavy international fire for several years.

Soviet ships face tough measures

By John Wyles in New York

THE U.S. Federal Maritime Commission is expected to take punitive action against the leading Soviet carrier, Baltic Shipping Company, stemming from its investigation into alleged rate cutting by Soviet State controlled shipping companies.

The President's Economic Message to Congress

The campaign to persuade Congress to approve President Carter's \$122.7bn defence budget opened yesterday with Mr. Harold Brown, the Defence Secretary, warning of the threat posed by improvements to Soviet nuclear missiles, and of possible confrontation between the super powers in the Gulf.

Under its previous assumptions, last year, with a fourth quarter on fourth quarter real growth of 4.25 per cent and a 3.5 per cent growth of potential output, ought to have reduced unemployment to only 6.3 per cent from 6.6 per cent in the event it came down to 5.8 per cent.

U.S. COMPANY NEWS

EXXON earnings 48 per cent ahead; McGraw-Hill files further lawsuit against Amer; Slowdown in General Electric growth—Page 22

U.S. maritime row boils over

BY IAN HARGREAVES, SHIPPING CORRESPONDENT

THE DECISION by the U.S. Justice Department to serve notice on leading European shipowners that they could shortly be facing criminal charges for their companies' conduct in North Atlantic trades is the first blast in what looks certain to be an explosive year in U.S. maritime affairs.

ing threat from the Grand Jury investigation, in presenting effective communication between shipping lines and between the lines and their customers. The agencies which apply the regulations, notably the Federal Maritime Commission, is accused of being cumbersome, and slow in its approval of new arrangements and services.

Cabinet level body to protect U.S. shipping against dumping in the way that other industries are protected. He also strongly appealed for the crushing of the Justice Department's sally against shipping practices which in every other part of the world are regarded as legitimate.

The next major step will be the report of President Carter's Inter-Agency Task Force on maritime policy, set up last summer and expected to report in March or April.

# The new Ford 'D' Series. Can it possibly be better than the old one?

**Yes.** Ford's new 'D' Series has more to offer than just a pretty face. Further improvements to the already frugal 4 and 6 cylinder engines will give up to an extra 8% fuel saving. (Ford computed data.) There's the option of a thermostatic fan on all 6 cylinder units, and a cab roof air deflector on all models.

Our "Custom" cab is now standard on all but tippers. There is a new steering wheel and instrument layout, new cloth covered seats, and in all 6 cylinder models, more efficient heating.

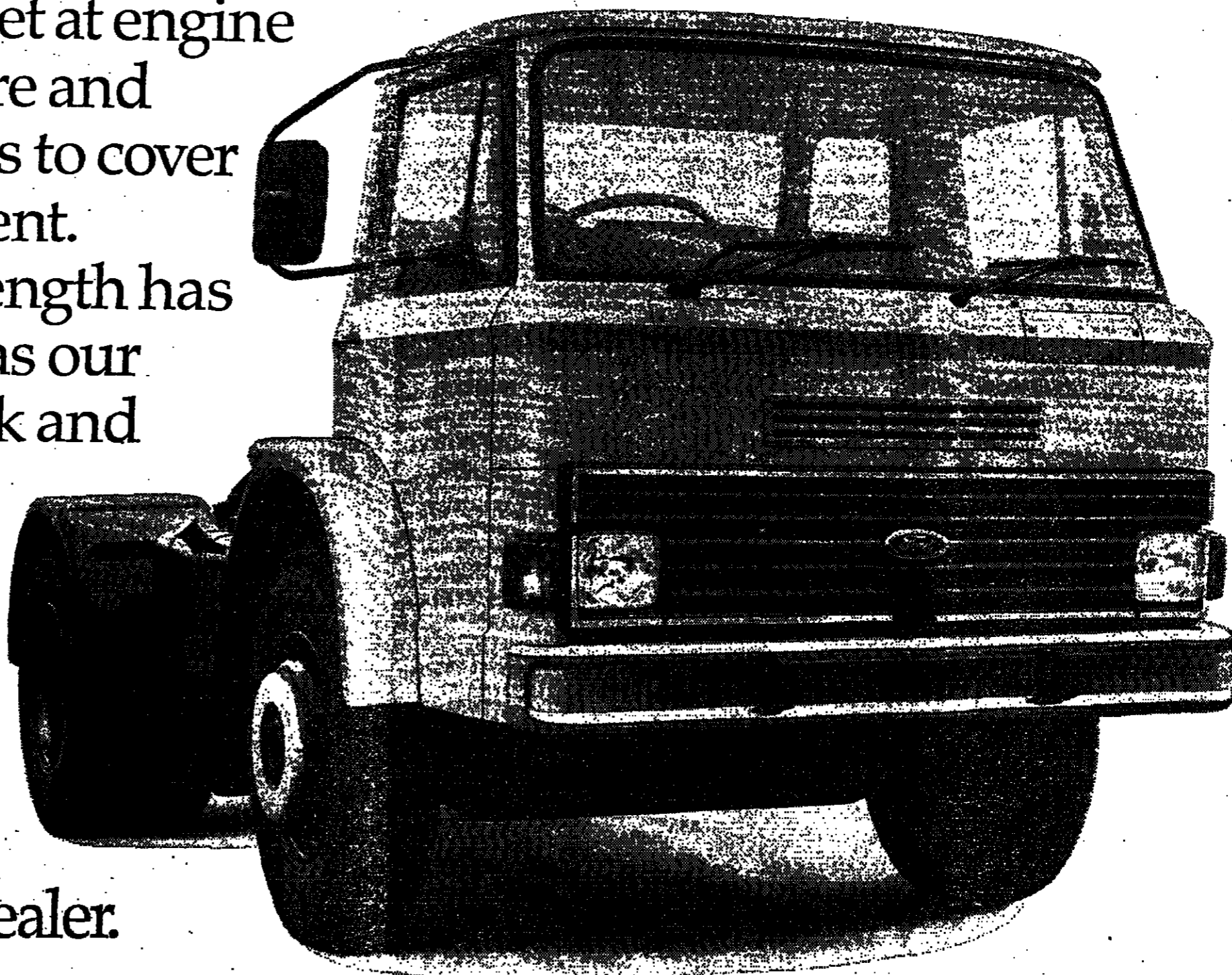
Changes certain to be welcomed by your drivers. Just as your bank manager will welcome all the others.

**No.** Having set the standard in the 6 to 28 ton sector for 13 years, we've obviously preserved our reputation for minimum downtime and easy servicing.

The 'D' Series still doesn't need Charles Atlas to tilt the cab forward. Nor a contortionist to get at engine components. There were and still are, enough options to cover almost every requirement.

And its overall strength has still to be bettered. Just as our national Dealer network and back-up services have yet to be equalled.

If after the yes or no debate, you're still a don't know, take a look at the new 'D' Series at your local Ford Truck Dealer.



FORD 'D' SERIES



Concern over latest power-switch plans

BY PAUL TAYLOR

PROPOSALS for a major local authority upheaval, were published yesterday in a Government White Paper proposing to strip county councils of certain powers and hand them back to the nine big cities and larger district councils.

lations over 100,000. This could affect 100 local authorities.
Highways and Traffic Management: Overall strategic planning is to stay with the county councils, but the 100 larger district councils are to be offered traffic management powers subject to Ministerial approval.

accountability. Mr. Shore rejected suggestions that organic change represented a further reduction of the powers of county councils and a move towards a new regional tier of government.

BL seeks overseas link for £25m plan

BY RHYS DAVID

BL REMAINS interested in finding a partner for its controversial £25m Leeds aluminium foundry re-development, and is looking overseas following the failure of its talks with leading British companies in the industry.

Stern tells how 'loan problem was resolved'

BY TERRY OGG

ALTHOUGH THE Crown Agents asked for personal guarantees from Mr. William Stern, the former property magnate, to cover loans to his companies, they never asked him how much money he had. Mr. Stern told the Crown Agents Tribunal yesterday.



WILLIAM STERN Guarantees requested

another Stern company. According to Mr. Stern, the aim of the arrangement was to enable National Life to market a guaranteed income bond, at a commercially attractive interest rate.

Two-tier banking system pledge

BY MICHAEL LAFFERTY

THE Government is committed to the introduction of a two-tier banking system under the provisions of the current Banking Bill, Mr. Denis Davies, Minister of State at the Treasury, said yesterday.

Appledore to manage Greek shipyard

By Our Shipping Correspondent

A. AND P. APPELDOR, the Independent UK consultancy company, has won a seven-year contract to manage the Neorion ship repair yard in Syros, Greece.

Oil and gas demand raises energy output

BY KEVIN DONE, ENERGY CORRESPONDENT

ENERGY consumption is expected to rise by about 24 per cent this year to 347m tonnes of coal-equivalent. Most of the increase will be due to rising demand for oil and gas, while coal sales are likely to continue to decline.

tonnes last year to 82m. A similar rise is expected this year. Oil production from the UK sector of the North Sea was nearly 53m tonnes last year. In 1979 domestic production should meet about four-fifths of demand.

Car and commercial vehicle exporters losing ground

FINANCIAL TIMES REPORTER

CAR PRODUCTION in the UK for export fell by 12 per cent last year compared with 1977, and output for the home market fell by 3 per cent, according to figures published by the Department of Industry yesterday.

commercial vehicles were produced for export and in 1978 this dropped to 168,968. Total production of commercial vehicles in 1978 was 3 per cent lower than the previous year.

Figures published for car production in December show no sign of a recovery, with output of 93,000 units being 15 per cent below the average monthly level in 1977.

Ramsden to head Fairey Surveys

BY HAZEL DUFFY, INDUSTRIAL CORRESPONDENT

MR. STEPHEN RAMSDEN, marketing manager of Jaguar, is leaving BL shortly to take charge of Fairey Surveys, a company engaged in aerial surveys which has just been sold by Fairey Holdings to a consultancy in which Dr. Colin Phipps, a Labour MP, is the major shareholder.

separate bidders. Fairey Surveys is the second company to be sold off by Fairey Holdings since it has been in NEB ownership—the first was a marina on the River Hamble.

Jobber gives up deals in paper shares

By Andrew Taylor

SMITH BROTHERS, one of the big four London jobbing firms, has told the Stock Exchange that it is to cease dealings in paper and newspaper shares.

Thorn may face drinks system suit

SODASTREAM may take legal action against Thorn Domestic Appliances, with which it is severing links this week.

Sharp fall in UK sector oil finds

BY OUR ENERGY CORRESPONDENT

THE NUMBER of oil discoveries made on the UK Continental Shelf fell sharply last year.

1977, 86 in 1976 and 116 in the peak year of 1975. Contract prices for North Sea oil for the first quarter of 1979 are only now being fixed, says Wood Mackenzie, and appear to be settling in the range of \$15.50 to \$15.80.

Cognac up next month

By Our Consumer Affairs Correspondent

PRICES of cognac, one of the fastest selling drinks are, to rise next month.

Farm sprayers concession

THE UK agency for the Tecnomax range of agricultural sprayers has gone to J. Mann and Son of Saxham, Bury St. Edmunds.

Waste war cuts fuel bills

MORE THAN 9,000 employees of Perkins Engines at Peterborough are being asked to become national leaders in an industrial "Wage war on waste" campaign.

Sausage factory opens today

A £3m sausage and pie factory at Evesham, Worcestershire will be opened today for Wall's Meat by Unilever chairman Sir David Orr.

Discrimination alleged in bank's Bill

THE BANKING Bill will discriminate against UK financial institutions in allowing unfair competition from foreign banks, Mr. Joe Skelton, chairman of the Finance Houses Association, said last night.

Changes by BOC imply policy shift

A BREAK with its earlier policy of centralisation and an indication that a top American executive will stay with the group are implications of top boardroom changes at BOC International.

International risks in seeking nuclear safety

NEWS ANALYSIS • FAST BREEDER REACTORS

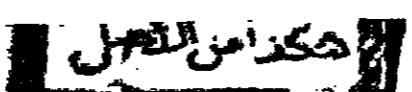
BY DAVID FISHLOCK

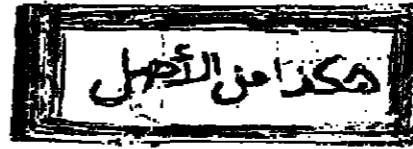
FRESH COLLABORATION between Britain and the U.S. to study the safety of fast breeder reactors introduces a pattern that has been developing steadily between the pioneering nations, except the Soviet Union in advanced nuclear technology.

Of a total nuclear research and development Budget proposed for 1980 of about £500m, about £230m is for work on the fast reactor. The British fast reactor budget for that period is expected to be about £70m.

altogether tens of millions of pounds on each side of the Atlantic. The costs, according to Dr. Gordon Welch, a commercial manager with the UK Atomic Energy Authority at Risley, who has negotiated Britain's role in the arrangement, will be borne independently by each country as they arise.

The other appointments are: Mr. David Pitts, previously in charge of the Pacific area, is promoted to replace Mr. Williams at BOC. Mr. Paul Bossonet becomes chairman of Medshield, a loss-making subsidiary.





Two-tier banking system pledge

# NEB to invest £40m in office equipment

BY MAX WILKINSON

THE NATIONAL Enterprise Board yesterday announced the formation of an office equipment subsidiary, NEXOS office systems, in which it is preparing to invest £40m.

The new company will be responsible for marketing and developing a complete office system based on modern electronics.

The NEB's initial investment will be £15m, with a further £25m expected as new products are developed.

As disclosed in the Financial Times on October 6 NEXOS will buy its equipment from a group of associated companies in which the NEB is intending to take substantial shareholdings.

These companies will generally retain their independence, but will be tied by exclusive agreements with NEXOS relating to particular products.

The first of the companies to sign such an agreement is Logica, the computer software and word processing company. It is likely to play a key part in the development of NEXOS's plans.

The NEB has not yet announced which other companies will be taking part, but they are believed to include Computer Technology (CTL), Murrhead, the facsimile transmission company and Monotype, which makes computer-based typesetting equipment.

As yet NEXOS has only one employee, Mr. Muir Moffat, who has moved from a senior marketing position in IBM (UK) to be the new managing director.

NEXOS will have two main divisions. The first will be the marketing section responsible for sales and service throughout Europe.

The other division will be responsible for technical co-ordination. Its job will be to define the type of office system required and then to let out contracts to associated companies for the development of different pieces of equipment.

## Processor

The first building block of the system will be Logica's VTS (video typing system) word processor. This comprises a keyboard, television-like display unit, magnetic storage and printer.

Its further development of the system is likely to be based on the ability of word processors to communicate with each other and with a central computer by a telephone system. The units could then be used for typing documents, for communication in the manner of telex, and also as computer terminals.

Similar systems are being developed by most of the major

office equipment companies including International Business Machines, Xerox, IIT and other multinationals.

It is this integrated systems market which NEXOS is intending to attack. The office equipment market is expected to grow rapidly to about £10bn a year in Europe by the mid-1980s. The NEB believes it can obtain an adequate return on its investment if it wins only 0.5 per cent of this market, or sales of £50m a year.

As part of the new arrangement, Logica has been split into two parts by the formation of a new company, Logica VTS, which will have equity funding of £500,000 and an NEB loan of £750,000.

Logica VTS is to be owned 57 per cent by a new company called Logica Holdings and 43 per cent by the NEB. The shareholding of Logica Holdings will be: 20 per cent by the NEB, 29 per cent by International investors and 51 per cent by an investment company controlled by Logica's staff shareholders.

Last year Logica reported pre-tax earnings of nearly £1m on a turnover of £10m, a growth of 47 per cent on the previous year.

# Safe toy standard published

By David Churchill, Consumer Affairs Correspondent

MOVES to increase the safety of children's toys were announced yesterday when the British Standards Institution published the first British toy safety standard.

It hopes that the standard, BS 5665, will be adopted internationally, and eventually be used as a basis for an EEC directive on toy safety standards.

The standard has been published in two parts. The first part covers all types of toys, and includes the problem of specifying safety requirements for toys once considered too dangerous. Toys with projectiles, the institution points out, "can be made to comply with a number of basic hazard-reducing provisions."

The second part of the standard is designed to eliminate toys which present a dangerous fire hazard to children. Additions to the standard are planned, covering poisonous materials and aquatic toys.

The new standard has been published to coincide with the British Toy and Hobby Fair, which opens at Earls Court, London, tomorrow.

# Hotpoint sued over trade refusal

BY MAX WILKINSON

THE OFFICE of Fair Trading has issued a High Court writ against Hotpoint, a subsidiary of the General Electric Company, because of its refusal to supply washing machines to Comet, the discount warehouse retailer.

The case is to be contested, but Mr. Chaim Schreiber, managing director of Hotpoint, would not comment yesterday on the grounds for its defence.

Hotpoint refused to supply an order which it received from Comet in October for £748,000 worth of machines.

The Office of Fair Trading action is being taken under a law which makes it an offence for a manufacturer to withhold supplies with the object of forcing a retailer to keep up prices.

Mr. Michael Hollingsbery, chairman of Comet, declined to comment yesterday because he said the question would have to be settled by the courts.

He said, however, that Comet was able to reduce prices and operate with lower margins than other retailers, mainly because it was extremely efficient.

In a lengthy interview published by Electrical and Radio Trading yesterday, Mr. Schreiber said that he had abolished recommended prices and that Hotpoint advertisements now quoted "going prices" in the shops.

He intended to build up sales through the independent electrical appliance retailers.

In the interview Mr. Schreiber said: "I had an order worth £748,200 from Comet in October for 5,700 units. I refused it and will not deliver because they were not range stocking."

Range stocking is an agreement which retailers make with a supplier to stock and display a range of the supplier's products. Comet's display would be through newspaper advertisements which it uses as its main shop window.

Mr. Schreiber said that he did not think discount selling had given long-term benefits to the public. "The best deal is through a retail outlet that cares for its customer and works on a modest and fair margin."

# Loan to make toy soldiers

TOY SOLDIERS are the latest beneficiary of investment by the Welsh Development Agency.

Blenheim Military Models, set up by Mr. Frank Scroby, aged 41, and his wife Janet, aged 36, in their terrace home in Pontycymer, near Bridgend, Mid Glamorgan, is receiving an £8,000 loan to develop the company.

Their hand-made models show painstaking detail and have an international reputation.

Mr. and Mrs. Scroby have made about a quarter of a million soldiers in the past five years.

# Celtic Sea hopes of oil reduced

BY ROBIN REEVES, WELSH CORRESPONDENT

THE CHANCES of finding oil or gas in the Celtic Sea have deteriorated over the past two years. In spite of relatively interesting results from the first few wells, according to a study released by Dyfed County Council.

The report, by the Jack Holmes planning group of Glasgow, also blames the increase in costs—falling harder on small fields—and better opportunities for oil com-

panies elsewhere for the relatively modest production potential of the area.

It estimates the most likely potential, in the "most relevant region for Dyfed," at between 330m and 370m tons of recoverable oil and oil equivalent. An earlier study put the potential at 1,000m.

Holmes Report, Dyfed Planning Department, 40, Spilman Street, Carmarthen, Dyfed. Price £12.50.

# Disabled want loophole closed

THE GOVERNMENT was yesterday urged to close a loophole which has allowed developers to flout legislation requiring that access for the disabled be provided in all new public buildings.

The Silver Jubilee Committee on Improving Access for Disabled People presented a report to Mr. Alf Morris, Minister for the Disabled, which called on the Government to strengthen the law.

The committee said many new public buildings were still being designed without concern for the disabled. The 1970 Chronically Sick and Disabled Persons Act "lacks teeth," it said.

# Shoe makers 'can win more home sales'

BY LISA WOOD

THE FOOTWEAR industry shows every likelihood of increasing its share of the domestic market and is producing more quality products, the National Economic Development Office says in a report.

Its Footwear Industry Working Party outlines strategy for securing the future of the industry, which in 1977 had 69 per cent of the domestic market.

After years of decline, the industry, labour-intensive, with about 75,000 workers, predicts that its UK market share will increase to 71 per cent by 1982 and export volume will rise by a fifth.

Manufacturers are investing in new plant and improving their products, and retailers have agreed to co-operate

closely with home manufacturers.

Mr. Spencer Crookenden, chairman of the working party and of K Shoes, said: "We want to show that we can make fashion shoes and that sort of product is not just the preserve of the French and the Italians."

The working party has confidence in the skills of the industry, which should see an increase in the next few years of about 5,000 employees.

However, more than three-quarters of the world's footwear markets are protected by high tariffs, quotas or other restrictions.

Footwear Industry Working Party Report, 1979 (NEDO Books, free).

# Row over council's move against Welsh Assembly

BY ROBIN REEVES

A ROW has broken out in Wales over the proposal of two county councils to spend money campaigning for a "No" vote in the Welsh Assembly referendum on March 1.

A majority of Gwent councillors voted this week to spend £1,000 informing the county's electors of the "dangers" of the Welsh Assembly.

South Glamorgan's finance committee has recommended the council to spend £3,000 on a county "No" campaign. The full council meets to take a decision on this next week.

The proposed expenditure has led to widespread protests and groups of High Court action by groups of ratepayers and by the umbrella "Wales for the Assembly" campaign, challenging the legality of using ratepayers' money for such a purpose. Solicitors and counsel have been engaged to look into both cases.

A Gwent councillor, Mr. Aneurin Richards, has complained to the police that four councillors on Gwent's finance committee did not declare their interest when voting to recommend a £1,000 grant towards the Gwent campaign against the Welsh Assembly while belonging to the campaign.

He has asked the police to investigate whether this is in contravention of section 94 of the Local Government Act relating to the disclosure of pecuniary interest.

The protests have clearly had an influence already. Gwent County Council has decided to spend the £1,000 itself rather than give a donation to the campaign.

Under the Wales Act, the Welsh Assembly is mandated to carry out a review of local government. This undoubtedly accounts for some of the hostility towards the proposed assembly at county council level in Wales.

# Good results achieved by dyers and finishers

BY JAMES McDONALD

THE DYERS and finishers trade—operating within a very competitive textile industry—has achieved good results in its latest two-year financial comparisons.

A survey of the 169 companies involved in the trade, 13 quoted companies and 156 unquoted, by Inter-Company Comparisons shows enviable performances in both sectors.

Of the 13 quoted companies, 11 increased turnover in a 12-month period, nine added to assets, eight enlarged liabilities and paid more to directors, and 10 increased their profits.

In the unquoted sector, 94 per cent raised turnover, 74 per cent added to assets, 78 per cent increased liabilities and 73 per cent raised their profits.

The survey suggests that the

next 12 months will make demands upon the resources of the companies in the sector to meet increasing payrolls and costs of materials and distribution.

A different picture is shown in a survey of toiletry manufacturers and distributors. The survey covers 206 companies—17 quoted and 189 unquoted. Only nine of the quoted companies over the two years' comparison, just over 50 per cent, increased their profits. But in the unquoted sector, 78 per cent of the companies had improved profits.

"Dyers and Finishers," £30.80. "Toiletry and Cosmetic Manufacturers and Distributors," £32.80. Both from Inter-Company Comparisons, 81, City Road, London, EC1.

# London-Nairobi cut fare plan

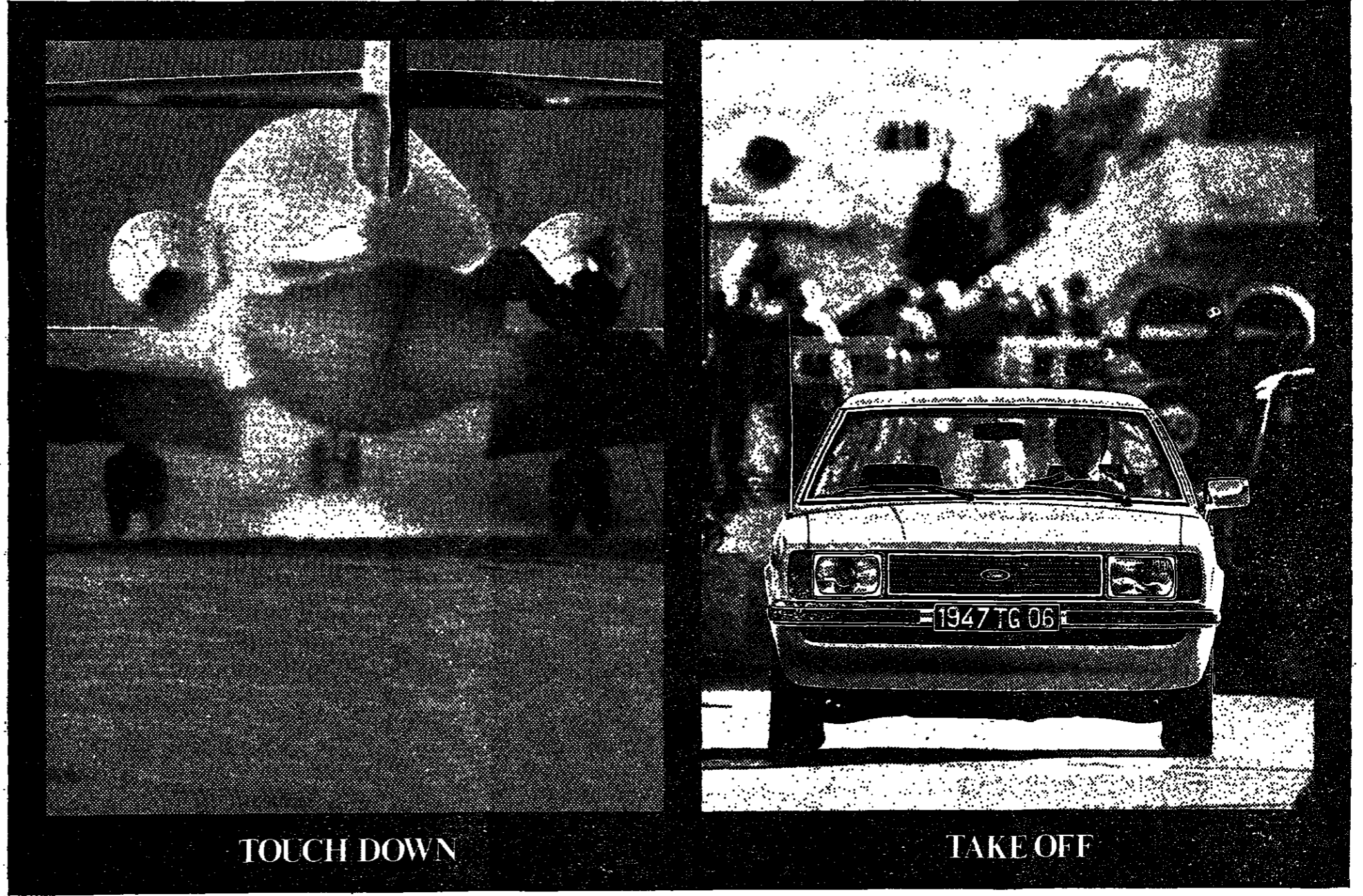
BRITISH AIRWAYS and Kenya Airways are to cut fares on their London-Nairobi services by up to 45 per cent from April 1.

The return fare between the UK and Kenya will be £250 return, the cheapest ever on scheduled services between the

two countries. A normal economy return fare is £667, and excursion returns cost £450.

Under the new Apex (advance purchase excursion) scheme, bookings must be made 60 days before travel and passengers may stay from 14 to 90 days at their destination.

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# Reality is the moment when one buys a BMW rather than a car.

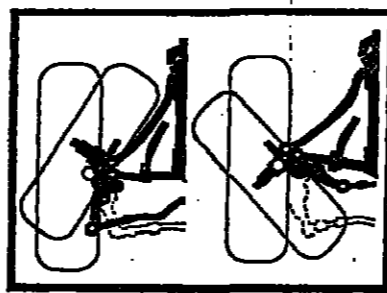


Compromise, in automotive engineering, seems to be the rule rather than the exception. BMW regard this as unnecessary. As soon as one closely examines or drives a BMW one realises that it is the sense of balance, not compromise, that gives a BMW its unmistakable character.

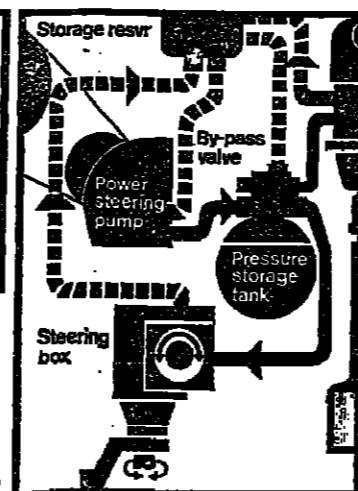
The BMW 7 Series are luxury cars. The discreet design reflects the solid quality found throughout. It is that certain kind of quality that one takes pride in. It offers other, more practical, advantages. Inside there's a sense of quiet spaciousness. The seats and ventilation encourage a relaxed alertness rather than soporific comfort and on today's crowded roads this is an important aspect of active safety.

Whilst the 7 Series are refined luxury cars they are, equally, drivers' cars. The three models in the range offer three different engine capacities—2.8, 3.0 and 3.3 litres, the latter with electronic fuel injection. Each produces very

high power to litre ratios and excellent fuel economy. The chassis, with its new double pivot front suspension, offers handling incomparable in this size of car. The power steering is speed-related. As the engine speed increases a pressure relief valve draws off hydraulic fluid before it reaches the power steering box. The result is



Double pivot front suspension.



Speed-related power steering.

that one gets maximum power for steering at parking speeds, then diminishing assistance as speed increases to give greater road 'feel'. However, if at speed the front wheels hit severe bumps, or a tyre deflates, then the steering power immediately increases again to cope with the extra forces created.

This attention to design is found throughout the BMW 7 Series. The sum of them all make the realities of driving an exceptional pleasure.

**Leasing.** In today's financial conditions, leasing a BMW can create substantial advantages. Your local BMW Centre will be happy to put you in touch with expert advisors on leasing who can describe the schemes in detail.

**Insurance.** Your local BMW Centre can now also help you with insurance.

**Prices:**  
728—£10,276. 728A—£10,728. 730—£12,149. 730A—£12,601.  
733i—£13,249. 733iA—£13,701. Prices correct at time of going to press.



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THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Purchasers pursue prizes

PURCHASING is still very much a Cinderella function in many companies. Slowly, though, awareness is increasing...

Judges

Among the judges are Bryan Duffell, managing director of Ravensdown, David Sharrin, purchasing director of Whitebread, the brewers, who devised the competition...

Nicholas Leslie

ST. HELENS in Merseyside, as everyone knows, is where they make glass. Over recent months it has also been the scene of an unusual project...

The project is a trust set up with the backing of a number of companies in the town including Pilkington Brothers...

Paternalistic

Although it has never been short of ideas, as a string of innovations in the glass industry indicates, it has not been particularly fertile ground for the development of small business in the past...

Yet, as the process of technological change in the glass industry continues, the contribution which the town's glass producers—which include Rockware and United Glass...

All this was enough to persuade Pilkington to ask if there were ways in which it could encourage the growth of new enterprises to take up some of the existing unemployment...

Rhys David describes how a trust came to be set up which aims to link a community's resources with budding entrepreneurs anxious to set up their own business

Promoting people—not projects



Bill Humphrey: "Small firms are essentially created by people with drive and commitment and they must be the starting point."

endorsed by the chairman of the local district manpower committee who secured Manpower Services Commission (MSC) funding for a survey of practical possibilities.

But this approach was largely rejected with the arrival on the scene of Mr. Bill Humphrey, a former director of a Pilkington overseas subsidiary...

"Making plans and fitting people in is a natural organisation approach and can work where large capital funds are on tap. Small firms are essentially created by people with drive and commitment...

old grammar school owned by Pilkington and located opposite its main works. A target of £250,000 to meet requests for financial aid and other expenses has been set...

The first few months of operation have confirmed Bill Humphrey's belief that the main need is for non-financial help and assistance.

With this group, together with a secretary (whose salary, like that of Bill Humphrey, is paid by MSC) make up the staff but there also exists a wide range

of expertise and help which can be called on. A panel of 20 accountants within Pilkington have made themselves available to offer help to new businesses...

The trust also incorporates a number of other ideas, including the establishment of some common services on a non-profit basis, such as payroll facilities.

Payroll

The trust also incorporates a number of other ideas, including the establishment of some common services on a non-profit basis, such as payroll facilities.

of eight nursery factories including the St. Helens Trust. "We were looking for a small clean semi-prestige manufacturing unit with office accommodation and close to good working class housing to provide us with a labour force..."

One of the first was a company based in nearby Warrington, Lockie Envelopes, a printer and manufacturer of around 250,000 envelopes a day for charity collections...

Another company, Volante Engineering, with a turnover of £100,000 in mechanical handling equipment—mostly speciality made conveyors—was again looking for new and less cramped premises to expand production.

The trust has also attracted a new toiletries project planned by Coralpine—a Liverpool-based company of retailers and wholesalers which is moving into the manufacture of bath salts, deodorants, hair sprays and the like...

provided with a list of contacts including the St. Helens Trust. "We were looking for a small clean semi-prestige manufacturing unit with office accommodation and close to good working class housing to provide us with a labour force..."

In these cases the main requirement was premises but there have been occasions when other services have had to be called on, as for example with Leach Lane Motors. Its founders, two mechanics from a local garage had some time ago spotted the need for repair of glass fibre car bodies...

Mr. Allan Davies and Anthony Cowley were correct in their assessment of the demand, but because of the way in which their own business was booming they needed larger premises and help in coping with the accounting problems of a growing turnover.

It is also arranging for them to learn more about glass fibre moulding techniques on a course run by Fibreglass. Following the move into new premises the company is also hoping to develop further an idea for reducing wind drag on caravans.

device could be made for attachment to car roof racks. He is hoping that the trust will help him to test the device in wind tunnels.

In nearly all these cases the Trust's role has been mainly to oil the wheels and it has so far found only one project out of 100 where it has been called upon to make a decision as to whether or not to commit its resources...

The project which the trust is proposing to back by direct financial injection is the manufacture of a new type of wall-covering made from shoe leather offcuts using a system devised by Mr. Adrian Emck, a London-based designer. The process, which has been patented, involves glueing the material to paper, and raising the surface to produce a suede effect.

Co-ordinating

The hope of the Trust is that by co-ordinating all the resources available within a community like St. Helens and by simplifying the procedure through which the potential entrepreneur must pass, the frustration and the fears behind setting up or expanding a business will be removed.

Part of the problem at present, according to Mr. Humphrey, is that the machinery which local authorities have for attracting industry is geared mainly to persuading companies to move from one part of the country to another, and in this they are in competition with every other part of the country.

"If St. Helens was to rely on the existing mechanisms the prospects for future employment would not be bright. There is an alternative which is for the whole community to marshal its resources and focus its efforts to create new wealth," he states.

Technical News

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

Wood-plastic hybrid

DEVELOPED DURING the 1950s at the Atomic Energy Authority, a technique for improving the properties of wood out of all recognition, while retaining the feel and aspect of the grain, is now gaining wider acceptance...



The Eye of an Eagle. Seeing the opportunities others can't then grasping, before others can act—the sign of a successful businessman. And it's not by accident that our symbol is an Eagle.

ENERGY Hopes for solar cell work

AMERICA IS paying increasing attention to future solar energy applications and the 1980 Budget now before Congress provides 40 per cent more funds than were available this year for research into it.

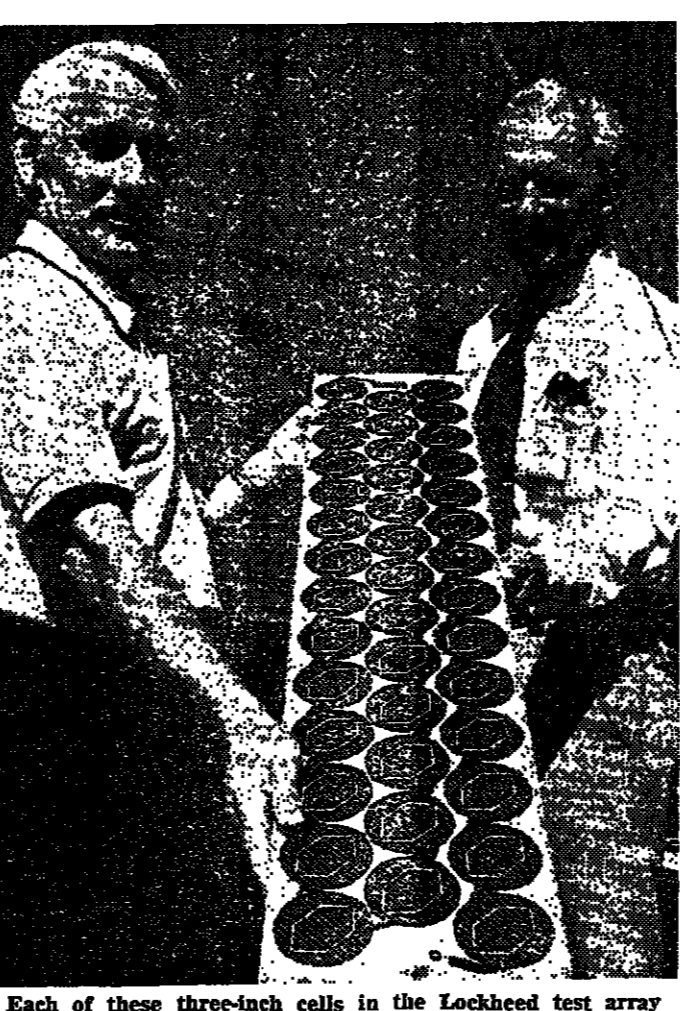
One aspect being studied is using photovoltaic cells, which have long been applied to produce electricity aboard spacecraft from direct sunlight, for terrestrial needs.

The nub of the problem is that making the cells is expensive. Present costs are more \$5.50 (\$11) a peak watt—the amount of power that can be generated in bright sunshine—and thus very high despite the longevity of this power producing device.

The aim of a study by Lockheed for the U.S. Department of Energy, is to see how, over the next ten years this cost could be reduced to 25p (11c) per peak watt. Under consideration are what aspects of current production methods should be retained and how they could be automated.

PROCESSES Chops up the scrap

FROM AMERICA comes a portable scrap chopper designed, it is said, to cut most types of wire and metal banding commonly in use. This is introduced to the UK market by Vanesco, 165 Garth Road, Morden, Surrey (01-330 0101).



Each of these three-inch cells in the Lockheed test array can deliver 1-watt peak in direct sunshine.

solar heating and cooling system in the community centre at Santa Clara, California. This would result in a complete application of solar power at the centre which now gets 85 per cent of its heating and 80 per cent of its cooling needs from rooftop solar panels.

The system would consist primarily of 180 arrays of photovoltaic cells, each array four feet by eight feet.

Records a clear image. LIKELY to be of interest to manufacturers of closed circuit television equipment where there is a customer need to make the clearest possible recording of stationary images, the model 4634 "image forming module" from Tektronix (Harpenden 63141) can produce paper pictures at five per minute. Because the horizontal scan rate of a television picture is too fast for recording on dry silver sensitised paper, the system takes corresponding elements in each TV line raster, one under the other, to give a vertical line on a single line fibre optic device over which the paper passes.

DATA PROCESSING Design kit for micro

A PACKAGE of components from Intel, SDK-86, is based on the 8086 16 bit microprocessor chip and includes an on-board keyboard and display which provide a low cost alternative to a CRT or teletypewriter terminal.

In this way a small 8086 system can be built in a few hours using a minimum of tools. Included in the kit are 2000 bytes of read/write and 8000 bytes of read only store. Integrated circuit positions are available on the board for a further 2k bytes of read/write using the 2142 device.

Serial interface (20 mA or V24) is provided for an optional extra terminal and there are 48 parallel input/output lines. Some 256 vectored interrupts are built in.

The system can be controlled via an external terminal or from the 24 key pad with output going either to the terminal or to the on-board eight digit LED hexadecimal display. Intel, which is at 4 Between Towns Road, Oxford (0865 771431) has also released an associated product, SDK-C86. This consists of a cable to link the serial ports of the development system and the SDK-86, together with two diskettes (one single and one double density) containing the necessary software to allow the interchange of programs and data.

Support for designers

FERRANTI Computer Systems, Cheadle Heath Division, is offering companies a microprocessor applications consultancy based on 20 years of experience in design, manufacture, installation and commissioning of real-time computer-based systems.

The division will investigate a company's proposed design and advise on present and future requirements with no bias to any particular hardware, selecting the most appropriate equipment available at the time for each new application. Consultancy is offered quite independently of the Ferranti

CONFERENCE Maintenance and testing

THE SOCIETY of Electronic and Radio Technicians, which has held major symposia on the microprocessor in both 1976 and 1977, plans another for 1979 called "Microtest". To be held at the University of Sussex from April 2 to 5, it will be organised jointly with the Institution of Electrical Engineers and the Institution of Electronic and Radio Engineers and will deal with the testing, maintenance and reliability of equipment that makes use of the micro.

PRESS Engineering contractors to the oil, gas, chemical, process and power generation industries. William Press Group, Tel: 01-353 6544.

TRANSPORT Extra tanks cut diesel fuel cost

TO ENABLE lorry fleet operators to make increased use of the lower cost fuel they can dispense from their own premises, Thermo Welded Fabrications, of Loughton, Essex, has supplied 50-gallon add-on fuel tanks to lorries enabling them to travel further before refuelling. The flat-shaped tank fits at the rear of the cab unit over the wheel arches and feeds its contents into the vehicle's original tanks. Offering a fitting and supply service throughout the UK, the company claims that the long-distance haulier can save more than £30 a week by taking extra fuel into Europe. In the UK it is possible, claims the company, to save about 20p per gallon by fuelling at base rates than at service station prices. Unit 5, North Farm, High Road, Loughton, Essex (01 508 3801).

COMPONENTS Approval obtained

KLIPON ELECTRICALS (Power Station Road, Sheerness, 07956 3322) has announced that its TB 10-14 range of five terminal boxes has received BASEEFA certification for use in hazardous areas above ground such as petrochemical process installations and petrol station forecourts. Each of the boxes may be fitted with the company's feed-through rail mounted terminal blocks subject to the condition that their combined current rating is not greater than an "enclosure factor" stamped on the box. Then, the boxes are automatically deemed acceptable for installation in Zone I hazardous areas in the presence of group 2A, 2B and 2C gases.

# THE PROPERTY MARKET BY JOHN BRENNAN

## Graylaw backs Westminster

VICTOR GRAY'S Graylaw Holdings is the, until now, unnamed driving force behind the agreed takeover of the publicly quoted Westminster Property Group (WPG).

Earlier this week WPG announced that after some months of negotiation letters of intent had been exchanged on a deal whereby it will issue 9m new shares to acquire Eaglemoor, a private property group. This is, in effect, a reverse takeover as Eaglemoor's shareholding would give it 51 per cent voting control of the combined group. But who owns Eaglemoor?

Graylaw, a £40m private property, petrol sales, and industrial group, directly holds only 11 per cent of Eaglemoor's shares. But the rest of the company is owned by the family trusts of three Graylaw directors: those of Mr. Gray himself, Mr. S. Grafham, and Mr. A. C. Ford. And both Victor Gray and Stanley Grafham, Graylaw's finance director, are expected to join the WPG Board once shareholders sanction the merger.

WPG, which ran into serious problems over its Portuguese development programme following the 1974 revolution, has been discussing the terms of a major reconstruction since last autumn. Earlier this month WPG, advised by merchant bankers Dawnay Day, called for the temporary suspension of its shares (at 26p) before completing the Eaglemoor talks. Now

WPG has agreed to acquire Eaglemoor's £1.6m of properties and £200,000 cash in exchange for 9m new 20p shares issued at par. And in a parallel deal it has arranged with Sir Alfred McAlpine and Son to exchange the contractor's £0.3m of outstanding loans and guarantees to WPG's Portuguese subsidiary for Westminster shares. The effect of that arrangement is to leave McAlpine with 17 per cent of the enlarged group's equity. Ronald Edwards, WPG's chairman, says that, "since 1974

we have been operating on a negative cash flow, these arrangements finally put that right, and I feel that they open a new vista for the company... this is the start of something new for us and in a year or two WPG should be very active, and very big."

Mr. Edwards is awaiting the completion of 1978's consolidated accounts before releasing full details of the Eaglemoor deal to shareholders, and before announcing Graylaw's interest. Meetings to consider the proposals are expected to be called in early March. And as McAlpine and the directors between them hold voting control, the deal looks to be a fait accompli. WPG's shares should be back on the market after that meeting. Mr. Grafham explains that the

£1.6m of recently valued property held by Eaglemoor consists of an industrial estate at Temple Fields, Harlow, where the completed buildings are tenanted by Graylaw's petrol pump manufacturing business and where permission was recently granted for further industrial development.

Mr. Grafham says that the WPG deal should not be seen as a first step towards a public quotation of Graylaw's £23m commercial property business: "This is reasonably small against the size of our group and we see it operating alongside, but quite separately from our mainstream activities." Mr. Grafham feels that with the injection of Graylaw's property management he can see "a brighter future" for WPG.

## Wingate quits Wimpey

STEPHAN WINGATE has handed in his donkey jacket with the WIMPEY markings and rejoined the ranks of the self-employed. Two and a half years after George Wimpey paid £51m for Wingate Investments, Mr. Wingate and his fellow directors, John Read and Reginald Stringer, have paid £3m cash for the less dramatic sections of Wingate's portfolio.

This appears to be one of those rare, amicable deals where everyone benefits. Wimpey is clearly not complaining. It retains Wingate's 213,000 sq ft of offices in St. Alphage House on London Wall, EC2 (where the bulk of rent reviews fall due in 1983). It also keeps the giant Wingate developments in the Minorities on the City of London's eastern fringe.

In the Minorities, Wingate and Wimpey, in partnership with

British Rail, London Transport, and a number of other local landowners, now have the 80,000 feet of fully let office space in Bain Dawes House and are working on a 95,300 square foot second stage of that development due for completion in the early 1980's. There is also the 331,450 square foot headquarters scheme for Overseas Containers that is now wending its way through the planning process.

Well over 1m. square feet of industrial buildings and various small shop, office and industrial properties around the country leave Wimpey with a comfortable return on its investment in Wingate. And the construction group's faith in Mr. Wingate and his team is expressed by its further retention of an option to buy 30 per cent of their newly floated company at its £1 a share par value until June 1983.

Mr. Wingate, for his part, is delighted by the move. "It is good to be self-employed again," says the chief executive of Queeneve Limited, the off-the-shelf company that holds the £3m of former Wingate properties. The properties, recently valued at that purchase price, exclude development schemes. But Mr. Wingate has "no intention of joining the rentier class."

There are no formal continuing links with Wimpey or with the investing institutions that deal with Wingate Investments. But Mr. Wingate expects to be developing again very soon.

He does not accept that there is now a shortage of development situations, only a shortage of small developments: "if you are not afraid of the noughts," he says, "there are plenty of schemes around."

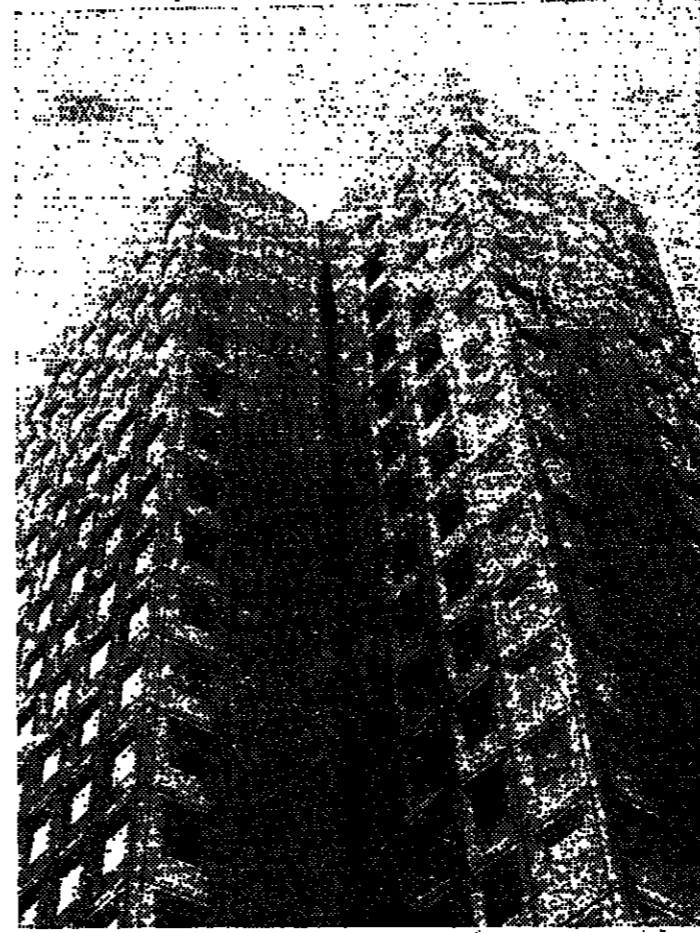
Property Deals appears on Page 14

## Laing's Birmingham 'bargain'

Laing Properties has bowed once more to the frailties of the office letting market in Edgbaston. Eighteen months after the completion of its Three Duchess Place office tower on the Hagley Road, Edgbaston (below), Laing has slashed its asking rents by a further 75p to just £1.75 a sq ft. This week's rent cut, the second since 1977 when Laing first talked of £3.25 a sq ft for the building, makes the 120,000 sq ft block the cheapest air conditioned

space now available in the Birmingham suburb.

Looking at the competition, there are only three comparable buildings with vacant space in the area. Just before Christmas MEPC reduced the asking rents on the remaining 110,000 sq ft of empty space in its 180,000 sq ft Broadway Scheme on the Hagley Road from £2.95 to £2.25 a sq ft. The unlet third of Law Land's 150,000 sq ft Tricorn House close by is on offer at £2.35 a sq ft, although there the



asking rent includes office fittings. Finally, Commercial Union, having recently signed up Rank Zerox to take a third of its 150,000 sq ft developments at 54 Hagley Road, is holding out for £3.40 a sq ft. Laing's joint letting agents, Grimley and Son and Alexander Stevens of Birmingham, report that the strongest letting demand in the area is now for units of up to 10,000 sq ft. To try to meet that demand Three-Duchess Place is being offered in units of any size from just 1,100 sq ft.

Stephen Wainwright, Laing's project manager, argues that the reduced asking rent is a special offer to get the letting campaign rolling again rather than any reflection on the quality of the block. He said that the building "warrants a higher rent" but that, "we will now adopt a vigorous marketing policy with a view to letting our building in 1979."

The special offer does, in fact, last for only the first three years of any lease. Laing is offering three years at £1.75 and the remaining two years to the first full rent review at £2.60, an average rent of £2.10 over the five years.

One other empty giant in Laing's portfolio, the 141,000 sq ft Whitefriars centre at Lewes Mead in the centre of Bristol, is beginning to respond to the aggressive salesmanship of the Bristol-based Office Relocation Consultants.

ORC was brought in by Laing 4 months ago to add a sharp marketing edge to joint agents J. P. Sturge and Sons and Lalonde Bros. and Farham's 4-year-old letting campaign.

ORC reports that around a quarter of the building has now been let or is under offer at "rather less" than the

£3.50 a sq ft asking rent. Last autumn Laing Properties estimated that its three main empty developments, Whitefriars, Three Duchess Place and the 60,000 sq ft Chapel High Centre at Brentwood, were draining £1.1m a year from its revenue account. Letting of all three would eliminate that deficit and, even at reduced rents, add upwards of £250,000 to its 1978 estimate of £4.63m pre-tax profits.

IN SHEFFIELD, Slough Estates has now filled 25 per cent of its 127,000 square foot Fountain Precinct development without cutting rents.

Wallace Mackenzie, Slough's managing director, feels that as there is no comparable office space available in the city centre the Fountain offices are relatively price insensitive and so he has held to his £4.50 a square foot asking rent.

Union Carbide UK, which is moving its headquarters staff from London to Sheffield, is understood to have agreed a rent close to that £4.50 rate for 27,200 square feet in the Centre. Union Carbide becomes the Centre's fifth tenant. If one includes lettings of the night club, public house and showrooms, and Mr. Mackenzie says that the block (completed just over a year ago) is now generating around 40 per cent of its total rental income.

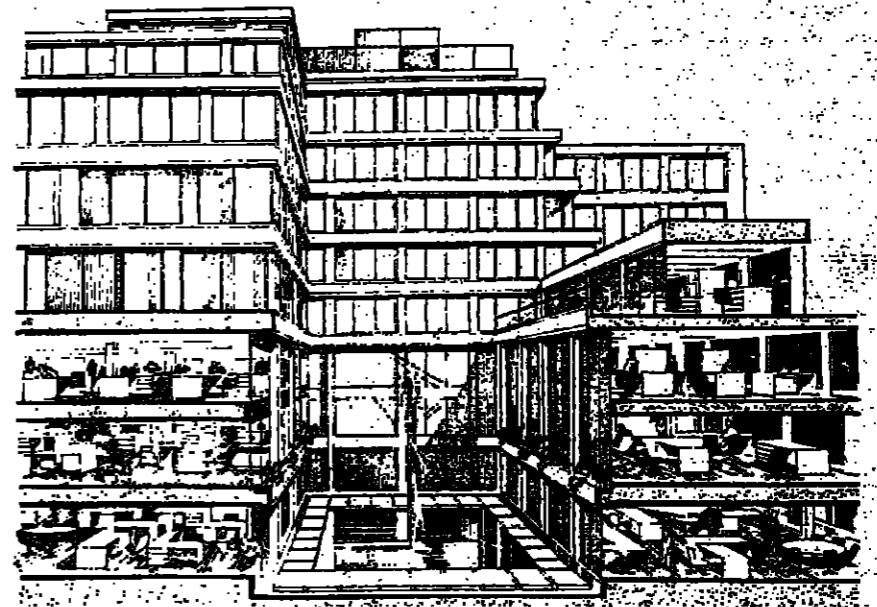
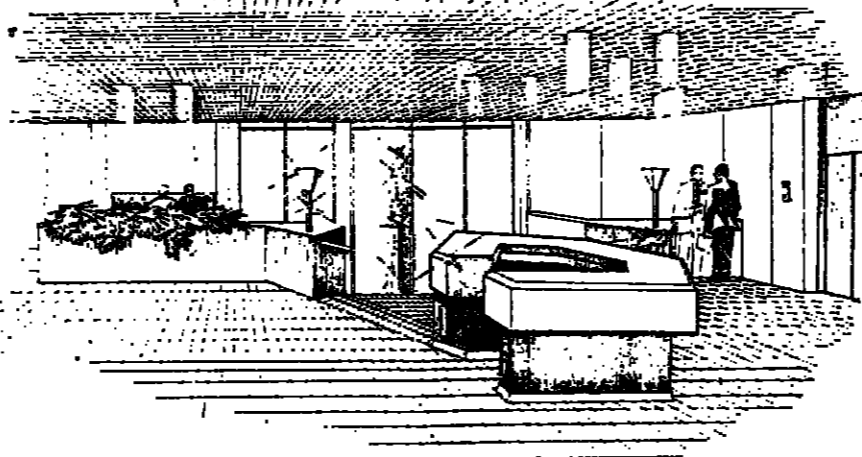
Even when fully let the scheme, which cost Slough around £2m, will not cover its holding costs before the first rent reviews. As Mr. Mackenzie admits, it "was not a triumph of timing." Slough is currently developing a couple of small office buildings. But Mr. Mackenzie admits that Sheffield is likely to remain Slough's largest UK office development for the foreseeable future.

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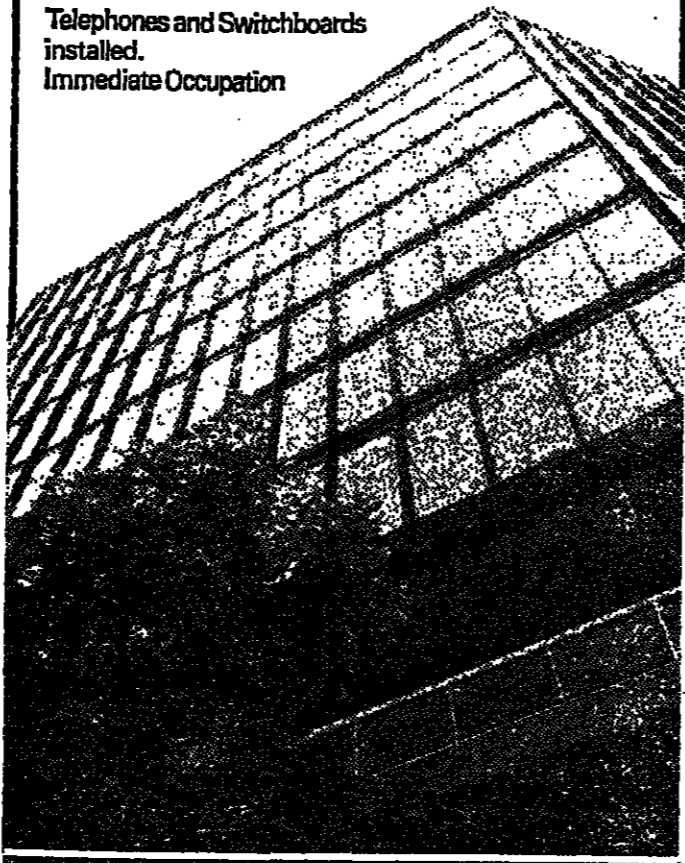
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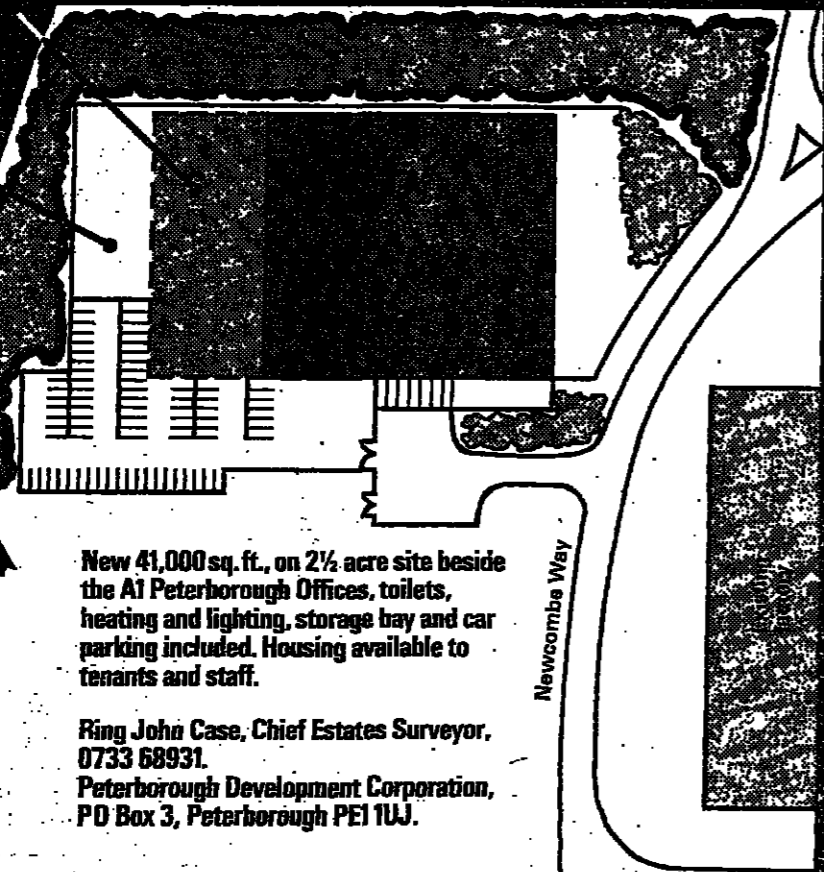
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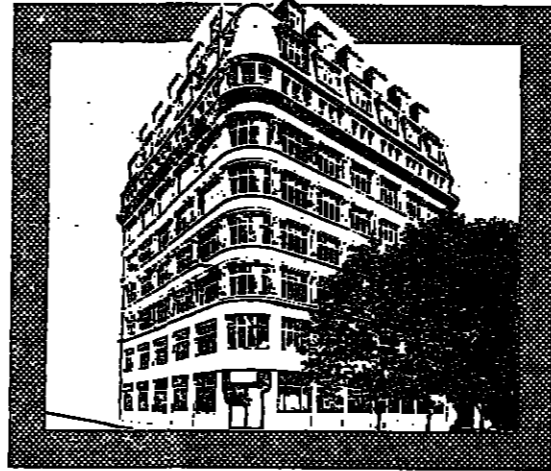
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# PROPERTY DEALS

## Henley forecasts lower yields

THE HENLEY CENTRE for Forecasting expects pension fund and insurance company investment in commercial property to rise from £1.02bn in 1978 to £3.55bn a year by 1984. That represents an increase in property investment as a proportion of total contractual savings from 13 to just under 22 per cent.

These investment forecasts, carried in the January issue of the Centre's quarterly Investment Markets report, published this week, provide further strong support for the "weight of money" argument for a further dip in property buying yields.

Henley leans heavily on the surveys carried out by Michael Laurie and Partners in conjunction with the Economist Intelligence Unit, and as these surveys attempt to cover all types of commercial property (not just the "prime" investments preferred by most other investors) its forecasts of lower yields are made more dramatic by starting from higher base figures than would normally be shown for today's market.

Although the Centre expects lower consumer expenditure to slow the rate of shop rent growth in 1980 (to nine per cent compared to 1979's estimated 15 per cent) its forecasts that buying yields for shops will fall to 5.5 per cent between 1980 and 1982, and to five per cent in the next two years. Office rents are expected to rise by 16.6 per cent this year, 14.2 per cent in 1980, and between eight and nine per cent in the following four years. Office buying yields are expected to fall to 4.5 per cent in 1981 and to remain at that level until 1984 at least.

Average industrial rents are expected to rise by 13.2 per cent this year, although Henley expects rent increases of up to a fifth for modern motorway-linked space in the South East. It expects industrial buying yields to start around 7.5 per cent this year falling to 6.5 per cent in 1980, and to stabilise at six per cent in the following four years.

SCOTTISH MUTUAL Assurance Society is providing £560,000 forward funding for the Standen House Companies' 29,300 square foot "nursery" industrial units on the Hilsea Estate, Portsmouth. Standen House, advised by L. S. Vail and Son, holds a long leasehold on the site from Portsmouth City Council and will be letting the space in 1,000 to 2,500 square foot units. On completion, Scottish Mutual, advised

here by Hillier Parker May and Rowden, expects a net return of 8 per cent secured by an overriding lease held by Portsmouth Council.

GREMLINS gnawed the logic from some elements of a recent report in this column of Centros Properties' £0.4m office and warehouse development in Regent Street, Leeds. Local agents Eadon Lockwood and Riddle acted for Centros on the purchase of the site from motor agents Arnold G. Wilson. Sheffield agents Edissons advised Wilson on the sale, and the firm remains with Eadon as joint letting agent on the 30,000 sq ft scheme. Hadfield Cawkwell Davidson and Partners of Sheffield have been retained by Centros as architects.

MERCHANT INVESTORS Property Fund, part of the Nationale-Nederlanden Group, expects considerable further rent growth in the office market. But it is more cautious about shop property and is now following a "highly selective" buying policy "in view of the rapid increase in rents already achieved in the sector."

MI's property fund increased from £16.8m to £23.8m in 1978 and its rent roll doubled from £0.5m to £1.1m. Offices now account for 19.3 per cent of the fund, and, because of the lack of new development MI remains an enthusiastic office buyer. Industrial property, representing 27.4 per cent of the fund, is also still popular with the fund. It is after existing space let at between £1 and £2 a square foot and argues that "rent at this level, in good locations, has considerable growth potential because current construction costs make new developments let at rents below £1.40 a square foot difficult to justify commercially."

Backing that view with investment money MI, which retains Richard Ellis as its property fund manager, has spent £1.6m on two industrial buildings in the past two months. MI paid £870,000 for ICFC's 60,000 square foot warehouse in Rabone Lane, Warley, Birmingham. ICFC, advised by Fletcher, King and Mexran had let the building to R. S. Brown for £67,000 a year giving MI an initial return of 7.6 per cent. The fund achieved an 8.7 per cent return on its £709,000 purchase of the IDC's warehouse scheme at Worsley, Manchester even though the 55,000 square foot building is let for just £1.10 a square foot. MI is planning a further industrial development at Worsley in conjunction with IDC on an adjoining site.

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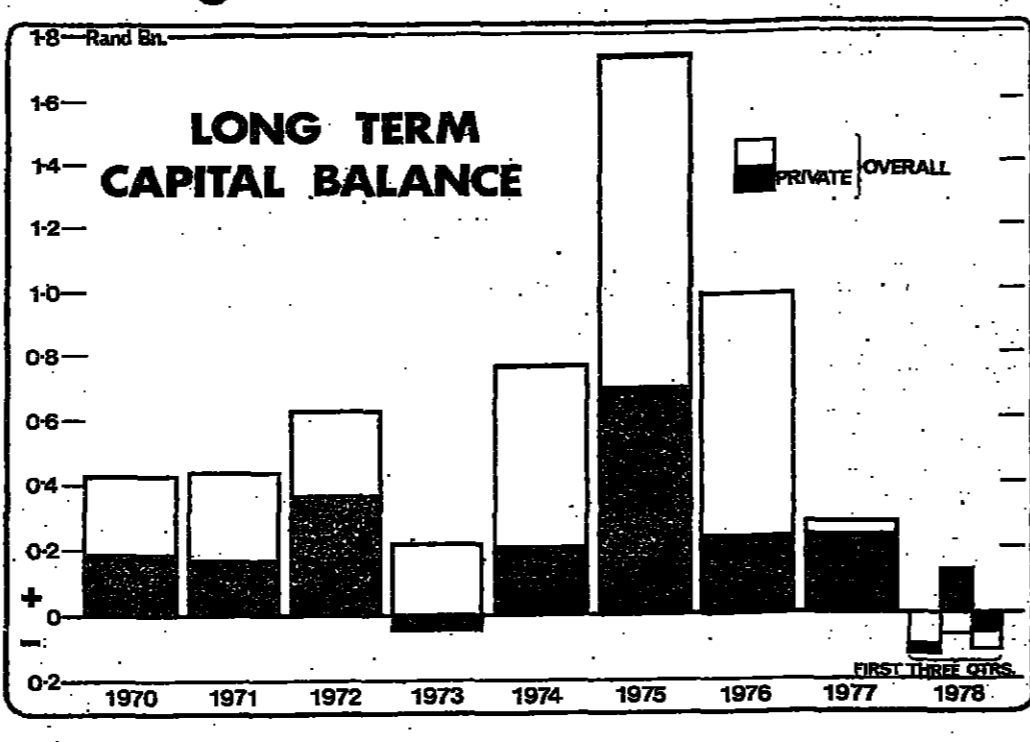
# An economy marching on feet of clay

A NEW coat of paint is being given to the walls of Orlando High School in Soweto, hiding the signs of black power which date from the student revolt of 1976. The burnt-out classrooms are being rebuilt as an administration block for teachers. This week, for the first time in two years, the doors of Soweto's oldest and most distinguished high school were reopened to pupils.

The business pages of the South African Press daily trumpet fresh advances of the price, apparently undaunted by its temporary setback caused by President Carter's dollar stabilisation package and now riding high once more on the back of the Iranian oil crisis. Gold contributed a massive R3.9bn (\$4.5bn) to South Africa's exports last year, and the current account surplus is now expected to be in the order of R1.5bn (\$1.7bn) for the year as a whole. Gold mine taxes have left the Government with revenue far beyond its budget expectations, and have persuaded the Treasury not to renew R376m (\$432m) of loan issues when they mature next month.

The Rand Daily Mail index of industrial shares on the Johannesburg Stock Exchange last week reached its highest point since September, 1969, and brokers confidently expect the bull market to last, given continuing high liquidity in the financial institutions. The yield of long-term government securities which began in 1974 finally bottomed out at the end of 1977, and in spite of a faltering recovery, last year's 2.5 per cent growth rate is expected to improve to about 3.5 per cent this year.

And in what was seen in government circles as the most important seal of approval on the turn-around in economic performance, during November Senator Owen Horwood, the Minister of Finance, successfully negotiated international



loans totalling \$250m on the international market.

On the political front, Mr. P. W. Botha, elected Prime Minister last September as successor to the formidable Mr. John Vorster, is still enjoying something of a honeymoon in his efforts to mop up the mess left by Dr. Connie Mulder, the former Minister of Information, and Dr. Eschel Rhoodie, the Secretary for Information, with their grandiose plans for a secret propaganda slush fund.

As for the sensitive international issue of neighbouring Namibia, where Mr. Vorster's parting gesture was to set South Africa on a confrontation course by calling an election on his own terms in defiance of the UN, the latest round of discussions between the South African Government and the UN would seem to have brought the efforts for an agreed settlement there back on course. There are real prospects for a UN-supervised election this year.

Against this background, the announcement by Senator Horwood of new incentives for foreign investors would appear to be particularly alluring. His decision to expand the use of Securities Rand to include general equity investment in South Africa for non-residents, as well as the investment in quoted securities currently permitted, should make for a dramatic improvement in the potential yield of new industries for foreign companies. The yield will depend on the discount at which the Securities Rand is trading. Dividends will be freely remittable at the higher exchange rate of the commercial rate.

Whatever the discount, the new system means that a potential investor will no longer face an automatic loss if he wishes to repatriate his capital. Under the existing system, an investor in any fixed capital assets must bring his money into the country at the official exchange rate;

have dried up for South African borrowers, leaving both central Government and public corporations with little choice except to repay their debt or pay exorbitantly for its renewal.

Moreover, in spite of a consistent diet of conservative fiscal and monetary policies, and exceedingly cautious attempts to provoke renewed economic growth while controlling inflation, the inflation rate has stubbornly refused to come down. The consumer price index rose by almost 12 per cent last year, very much the same as in 1977. Since the beginning of 1979 petrol has been made 10 per cent more expensive because of the combination of the OPEC rise and the need to buy more oil on international spot markets since Iran stopped exporting. Fertiliser prices have also been increased, and farmers are calling for a substantial review of the government-controlled prices for many of their products, including maize and sugar. These prices have been kept artificially low in recent years as part of the anti-inflation campaign.

The full effect of the cut-off of Iranian oil is still uncertain. A working party is still investigating ways of reducing fuel consumption, particularly by industry and commerce. But by far the largest fuel user is the transport sector, and clearly there are limits to the extent that can be scaled down without having an adverse effect on economic activity. Oil industry sources and government officials maintain that alternative oil suppliers are available, but at what premium is not known.

The South African government also has yet to tackle the fundamental structural problem of labour mobility and the lack of skilled workers, which would be aggravated in any renewed growth phase. The slump in immigration has meant that a whole range of industries are now reporting skill shortages. Two key commissions, the Wie-

## Railway trade unions

From the General Secretary, National Union of Railwaymen.

Sir—Your leader of January 24 makes the very valid argument that there ought to be a rationalisation of the railway trade union structure.

The National Union of Railwaymen was founded in 1913 by a fusion of three railway unions and enshrined in the rule book is the objective of one union for all railwaymen. We have been working for this for nearly 65 years now. Every year the NUR once again makes the approach to the other unions for some step forward to achieve a common approach to the problems of the industry.

In February, 1977, I suggested the creation of a joint executive committee with each union having the power of veto. This was not acceptable. I urged that at least a joint trade union committee should be formed with equal representation to discuss items of mutual concern before representations were made to management—and that decisions should be by a consensus. Regrettably, however, despite several approaches by myself and the NUR president during the last year, even this minimum liaison has not been taken up.

The Railway Staff National Tribunal, which is the independent railway arbitration body, observed pay-train guards at work and awarded that "the payments under the new agreement can be regarded as compensation for additional responsibilities." The tribunal also agreed that the pay-train guards question was outstanding from its award No. 42 in connection with the 1974 pay structure review.

This union has an outstanding record of realistic approach to the efficiency of the railway industry. There really is a clear difference between bargaining across the table on the basis of "trading jobs for money" and the constructive approach to productivity in the overall context of the 1979 annual pay claim. This is completely in line with the consistent policy of the NUR.

Sidney Weighell, Unity House, Euston Road, NW1.

## Letters to the Editor

to £2.5bn in 1980, such an increase in out-turn cost caused by inflation would in no way detract from the overall economic viability and benefits of a Channel Tunnel.

Whereas, in 1974 the sea-ferry charge to Calais, for a standard family car and four passengers was £26.56, the current summer 1978 charge, will be £60.00, an increase, doubtless due to inflation, of 228 per cent. Therefore, any increase in tunnel cost estimates, due to inflation, would have been correspondingly offset by increased tunnel revenues.

Despite dismissing much of what I wrote as "inappropriate for comment," the fact that tunnel tolls would have been cheaper must have provoked an area of some sensitivity, as Mr. Wickenden felt it "appropriate" to say that I had "apparently overlooked that, according to the British Channel Tunnel Company, prices would have been 42.86 per cent higher than those of conventional ferries." It is not the first time that this figure has been conveniently deployed out of context.

Mr. Wickenden refers to a cost benefit study which was prepared for the Government in 1973. One aspect of this study investigated the sensitivity of Channel Tunnel revenues to the possibility—in the 1980s—of sea-ferry operators, in order to retain their market position on the short sea routes, reducing their fares to 30 per cent below tunnel tolls. The results of his particular study concluded that, even in this situation of sea-ferry charges being 30 per cent lower—which is equal to tunnel tolls being 43.96 per cent higher when viewed from Mr. Wickenden's side of the fence—the Channel Tunnel would still be financially viable.

Donald Hunt, 3 Frobisier House, Dolphin Square, SW1.

## Church schools in villages

From the Secretary, the Law Commission.

Sir—I was interested to see in Observer's column, Men and Matters (January 19) an item about the closing of Church schools in villages, and the difficulties that can arise. You might like to know that a working party under the aegis of the Law Commission was set up in June, 1978, to examine this very problem and other similar problems connected with the reverter of church sites and connected residential accommodation.

J. C. R. Fieldsend, Conquest House, 37-38, John Street, Theobalds Road, WC1.

## Embezzlement by inflation

From the Chairman, The Sound Money League and Taxpayers' Association.

Sir—Mr. J. Dewis (Jan. 20) does well to point out the close relation to the embezzlement of private capital which inflation creates. By pursuing inflationary policies our Governments have let the country down. Inflation being the most damaging form of taxation.

Richard Wolfenden, The Old Homestead, Ugly Green, Near Bishop's Stortford, Herts.

## The workers pay

From Mr. T. Cobbald.

Sir—Recent events have shown that, in practice, socialism in Britain amounts to the imposition of social costs by favoured groups without any commensurate social contributions. In a free country the right to choose not to work at the going rate is, of course, defensible. What is not, however, is the non-sanctioned "right" to require the community as a whole to mitigate the consequences of exercising that choice—in terms of social security payments; payment of salaries and wages to employees who renege (through go-slows, blackings, irregular working and other forms of disruption) on employment that they should serve their employers' interests; and legal support for those whose claims for higher pay are, per se, so insubstantial that they cannot now pretend that our country is not a free country.

The days have long since gone (if they ever existed) when the costs of socialism—which now, in effect, extend to meeting "rights" to financial income, not just to providing opportunities to actually work—could be met by trimming the consumption of the wealthier elements of our society. But we cannot now pretend that our present problems are, in the broader perspective, inconsequential because in the longer

## Moving to Gatwick

From Mr. J. Wilding.

Sir—Accepting Mr. Kendrick's proposal (January 23) that some change is necessary, the fairest and most practical solution should be that long haul overseas flights go to Gatwick and all short haul European flights use Heathrow. The latter are used many more times by more people and the shorter journey time to Heathrow is a significant percentage of the total journey time: not so with the long-distance flights.

J. B. Wilding, 63-65, Crutched Friars, EC3.

## The importance of purchasing

From Mr. E. MacNoy.

Sir—Reading Mr. Lorenz's article (Jan. 19) on the Corfield report, one is struck by the almost complete lack of reference to the importance of purchasing in a business environment. Selecting a few references, purchasing is a major contributive factor when assessing price, reliability, maintainability, delivery, cost targets and design changes.

Two of the eleven phases of innovation and launch, viz. preliminary cost estimate and manufacturing particularly stand out for assessment by an experienced purchasing department. There is no product made without purchased material for which delivery, price and quality are paramount factors. Also not apparently pinpointed is the need for design engineers to recognise the contributory strengths of a competent purchasing department.

One assumes that in his report Mr. Corfield would have included purchasing as a manufacturing responsibility, but purchasing is too important to be ignored or taken for granted.

E. H. MacNoy, Howard MacNoy International, 9 Windmill Drive, Leatherhead, Surrey.

## Centre Point

From Mr. R. Rubens.

Sir, The proposals listing of Centre Point as a building of architectural merit provides the final irony in the long history of this building.

It was the so-called "scandal" of the empty space in Centre Point that prompted legislation for the raising of empty buildings, and also for the imposition of a penal rate where a building was being kept empty deliberately. The latter legislation caught out many property owners but never Centre Point.

The final irony? Listed buildings are exempt from all empty rates. This should please the ratepayers of Camden.

R. D. Rubens, Albany House, Petty France, London, SW1.

## Cross-Channel links

From Mr. D. Hunt.

Sir—Mr. Keith Wickenden's spirited response (Jan. 19) to my challenge of his estimate of the 1980 out-turn cost of the 1974 Channel Tunnel project, was not unexpected. Understandably representing as he so staunchly the sea-ferry interests, he would not view with any degree of equanimity the prospect of a fixed cross-Channel link—let alone its cost estimate.

To continue with analysis and counter-analysis of our respective estimates would, I fear, result in a sterile interchange, which would be an abuse of the valuable space of your columns. Therefore, in an attempt to rationalise my exchange with Mr. Wickenden, may I put the cost of the Channel Tunnel in perspective?

Even if one accepted his hypothesis that increased construction costs and inflation would have escalated the out-turn cost of the Channel Tunnel

## Innovation and enterprise

From Mr. C. Simeons.

Sir—The impact of the lorry drivers' strike will be felt for a considerable time after it is all over. Little reference, however, has been made to the remarkable organisation created before the strike was declared official. The lorry drivers form scattered groups working on their own, with none of the advantages of community action open to factory workers.

This immensely effective exercise has closed the ports and is slowly grinding industry to a halt in a way which few would have believed possible. If only this innovation and

## Finance houses dilemma

From Mr. D. Morris.

Sir—Roger Chadder's conclusion (Management Page, January 17) that it would perhaps be inappropriate and generally unwise for leasing companies to release deferred tax provisions is, I am sure, the right one.

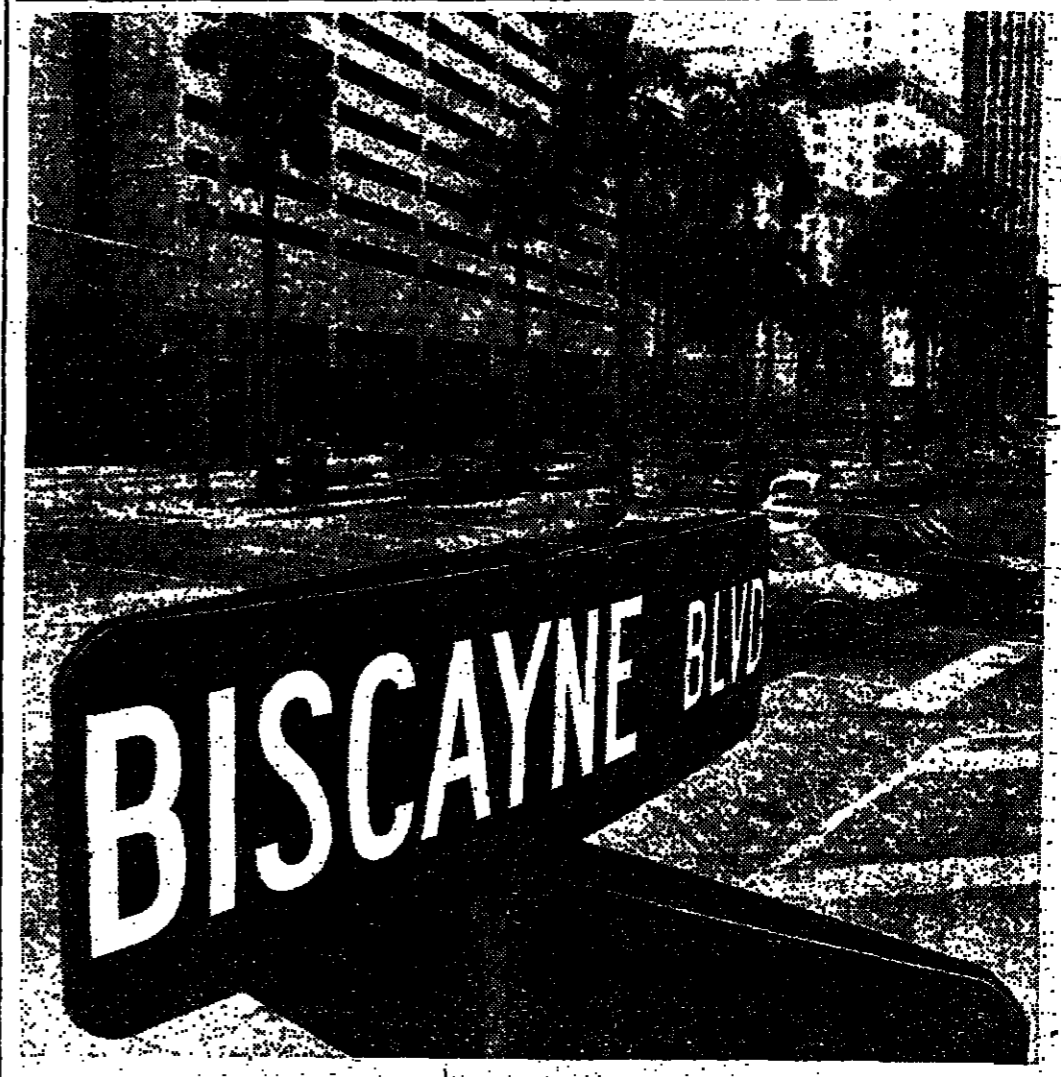
Most finance houses (and for that matter banks) are engaged not only in leasing, but also

**PARLIAMENTARY BUSINESS.** House of Commons: Private members' Bills.

**COMPANY RESULTS.** Final dividends: C. G. S. B. Holdings. Interim dividends: John Brown, Burt Boulton Holdings, William Cook and Sons (Sheffield).

**COMPANY MEETINGS.** Charming, Alchem Works, Frattin Trading Estate, Portsmouth, 12. Frederick Cooper, Goldhorn Hotel, Penn Road, Wolverhampton 12. Vaux Breweries, Seaburn Hotel, Sunderland, 12. John Williams of Cardiff, Royal Hotel, St. Mary Street, Cardiff 12.

**OFFICIAL STATISTICS.** Department of the Environment publishes December figures for bricks and cement production.



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Inchcape first half hit by Dutch trading losses

AFTER deducting £3.5m for Dutch trading losses, Inchcape and Co., reports profits before tax of £2.3m for the half year to September 30, 1978 compared with £3.42m in the same period last year.

The directors say that the position of Harbourn, Holland has been stabilised and they are confident the company will return to profitability. The interim dividend is lifted from 6p to 6.5p and the Board expects to recommend a total of not less than 15.5p for the year - the previous total was 15p from pre-tax profits of £82.3m.

DIVIDENDS ANNOUNCED

Table with columns: Company Name, Current payment, Date, Corresponding year, Total last year. Includes W. G. Allen, Allied Textile, Bullough, etc.

Lister recovery continues

THE STRONG recovery seen in the last full year at Lister and Company, textile manufacturer, when a turnaround from a loss of £0.5m to a profit of £1.41m was reported - continued in the six months to September 30, 1978, and for the period the company announces a pre-tax profit upsurge to £338,000 to £395,000.

In the second half profitability has continued to improve but the directors say that they will await year-end results before recommending a dividend. Last years payment was 1p (0.1p) net.

Macarthy's aims for £3.7m

IN ITS current year to April 30, 1979, Macarthy's Pharmaceuticals is looking for pre-tax profits of around £3.7m, compared with the previous year's record £3.19m.

With profits for the October 30, 1978 half-year ahead from £1.47m to £1.55m, the directors expect the second half result to be broadly the same as that now reported. Turnover was better at £55.61m (£43.55m).

The directors state that with the exception of pharmaceutical manufacturing, where sales and profits remained virtually unchanged, all divisions increased results in line with expectations.

Business in the veterinary companies has been especially buoyant, they add. Tax takes £0.96m (£0.77m) leaving stated half-yearly earnings per 20p share up from 6.5p to 8.5p.

Fitch Lovell jumps 46% to £4m at midway

FOR THE 28 weeks ended October 28, 1978, profits before tax of Fitch Lovell rose 46 per cent to £4.03m. Sales were £247.7m compared with £248.14m.

The directors say that the diversity of the group's interests produced this satisfactory result despite severe conditions affecting some sections. The first half result and Christmas trading provide a sound basis for continued progress in group performance, the board states.

Major factors affecting the sales performance included decisions, previously reported, concerning the withdrawal by Lovell and Christmas from symbol group wholesaling and by Key Markets from limited range discount retailing and an accelerated closure programme of small retail outlets.

BOARD MEETINGS

Table listing board meetings for various companies including Fitch Lovell, Macarthy's, etc.

The following companies have notified dates of board meetings to the Stock Exchanges. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are in excess of those shown below as based mainly on last year's timetable.

W. G. Allen higher at six months

FOR THE six months to September 30, 1978, W. G. Allen and Sons, (Tipton), the engineering concern, reports pre-tax profits ahead from £180,000 to £279,000, on sales of £3.9m against £3.1m.

However, the directors say the company suffered a severe setback in November when output of the Tipton works was disrupted by industrial action, which culminated in a three-week total strike during December. It is estimated that the equivalent of at least one month's turnover from Tipton was lost by this action.

They say it is still possible for the full year to show reasonably good results provided that output and sales are not interrupted for the last 11 weeks of the current year by factors outside the company's control.

Allied Textile rises to £3.2m as export turnover increases

TAXABLE profits of Allied Textile Companies rose from £2.33m to £3.23m in the year to September 30, 1978, on turnover ahead from £30.7m to £34.4m. At the halfway stage, the group went ahead from £1.9m to £1.85m.

About half the turnover was accounted for by direct or indirect exports, against 30 per cent the previous year. The directors say that the large contract for Iran has been delivered and completely paid for.

The Board adds that first quarter management accounts will show a satisfactory result. 1977-78 1978-77 Turnover 34,405,486 30,897,161 Trading profit 2,739,684 2,524,440

A 4 per cent rise at the trading level. The 1977 figure has been restated but without an explanation it is difficult to judge whether the results could actually reflect a downturn. Allied has obviously concentrated most of its efforts on the exports side, which now accounts for around half of group sales, compared with nearly a third a year earlier.

But this means that the hefty knock, most probably due to severe competition from imported worsted yarns. Meanwhile, the shares continue to be supported by a strong balance sheet. At 150p, the shares are on a p/e of 5.1 while the yield is 7.7 per cent.

Barrow Hepburn subsidiary investigation

Extensive preliminary reports prepared by accountants Whinney Murray, who have been investigating irregularities at the hidden dealing subsidiary of Barrow Hepburn, have been passed over to the Glasgow Police Fraud Squad.

The Fraud Squad indicated yesterday that the inquiry into the subsidiary, Schrader Mitchell and Weir, was likely to be difficult but it was planning to hold interviews with a number of people.

Although losses at Schrader could amount to £4.3m, for which provisions have been made by

Barrow Hepburn, the police are doubtful whether much of this is attributable to fraudulent activities.

Whinney said yesterday they were still at work on various details of their investigation "but it is unlikely to have any bearing on the conclusions that we have come to."

Mixed trend for Target Life Assce.

A mixed year for life new business in 1978 is reported by Target Life Assurance. New annual premiums were up 20 per cent from £3.27m to £3.94m, but single premiums fell by 50 per cent, from £18.4m to £9.4m.

The company, which is a market leader in guaranteed income bonds, suffered by a decline in sales at the beginning of the year as was anticipated. But with the rise in interest rates towards the end of the year, sales recovered sharply, and this should be reflected in the results for the financial year ending June 1979.

The satisfactory growth in regular premiums came mainly from a strong rise in the average policy rate.

Bullough £0.6m better than forecast with 62% growth

A BETTER than expected 62 per cent increase in taxable profits is reported by Bullough, engineers, for the year to October 31, 1978. At the interim stage, when reporting an advance from £1.45m to £2.17m, the directors said they expected second half profits to be similar to those of the first. This would have given a figure of £2.32m but in the event they turned in at £4.95m compared with £3.05m.

Earnings per 20p share are shown to have risen 78 per cent from 22.5p to 42.4p, on capital increased by last April's rights issue. And the final dividend is 1.52p net, raising the total payment by 37 per cent from 5.69p to 7.68p. Treasury approval has been given for the increase.

The factors leading to the 12-month profit rise included a good performance from the project office furniture division, which increased sales and production from an expansion in production. And the directors say further development is in hand.

The Beanstalk shelving division grew strongly abroad taking exports to nearly 50 per cent and Hago products returned a good profit, in place of last year's loss, as a result of reorganisation.

Newman Granger contributed satisfactorily for the nine months following acquisition, but B and B Trailers showed a reduced profit because of lower trading levels in the caravan industry.

The rest of the group traded satisfactorily with increases and decreases broadly equating. The year saw capital expenditure of over £2m and a further

is forecast for the current year. On this 12 months the directors report that forecasts indicate a further advance in pre-tax profits, albeit below the £4.7m increase. Results for the first two months were ahead of expectations, but the present climate of industrial unrest makes the final outcome difficult to predict.

A professional revaluation of group properties has resulted in the transfer of some £1m to reserve. At October 31 the net asset value per share is shown at 163.1p (167.2p).

Bullough's three-fifths rise in pre-tax profits is attributable to three main factors. After providing the biggest contribution to earnings last time Project Office Furniture has rented additional space which showed through particularly well in higher profits in the second half. At the same time, Beanstalk Shelving has managed to increase exports while Hago Products, following a patchy history of slumps and recovery, turned round losses of £2m to a surplus of roughly £300,000. The March rights issue has helped reduce borrowings and the Newman Granger acquisition has made a useful start. With a significant percentage of export sales Bullough is potentially vulnerable to a strong pound. So the company's decision a year ago to invoice more contracts in sterling has obviously helped. The results which were well ahead of the company's own forecasts and market expecta-

Carrington Inv. lowers profit forecast

THE CHAIRMAN of Carrington Investments has lowered his profit forecast for the year. Announcing taxable profits up from £37,000 to £48,000 at the halfway stage, he says that the profit for the year will not now exceed 1977-78's £83,000.

In his statement last August he said that unless unforeseen circumstances arose the Board expected profits for the current year to be comfortably above those of the year ending September, 1978.

He explained that the group has recently incurred a non-recurring loss of £23,000 on the disposal of plant, fixtures and fittings associated with the sale of a fixed asset.

In addition, in the second half year interest rates have been several points higher than envisaged last summer. These factors, adds the chairman, will result in the 12 months' profits being lower than the previous year.

Tax for the half-year to September 30, 1978, is £26,000, against £19,000. For the whole of last year the group, formerly Feldayne (Holdings), paid a single dividend of 2.27p net per 50p share.

Y. Lovell ahead and optimistic

PRE-TAX profit of Y. J. Lovell (Holdings), the builder, developer and timber importer, topped £1.7m to £1.8m in the year to September 30, 1978. The advance was made in spite of reduced profits from timber and disappointing results from the joint venture in Nigeria.

Difficult trading conditions still prevail, but the directors believe that with its diverse activities, enhanced by the recent acquisition of the Farrow Group, the group is well placed to continue profitable growth in 1979.

The progress at the year end was made after an improved second half in which pre-tax profit rose from £995,000 to £1,211m.

Group turnover for the full year was ahead from £54.1m to £62.67m.

Construction and related activities contributed taxable profits of £1,939m (£1.13m), and the timber division £350,000 (£74,000). Losses of associated companies amounting to £355,000 (£174,000) are attributable to Nigerian operations.

A final net dividend of 2.35p per 25p share makes a total of 4.35p, against 3.89p the maximum permitted increase. Earnings per share are shown up from 22.1p to 24.9p.

Table with columns: 1977-78, 1978-77, Turnover, Trading profit, etc.

Tate & Lyle, Limited. 1978 - determined action in a difficult year. Preliminary results and points from the Statement by the Chairman, the Rt Hon Earl Jellicoe. Pre-tax profits have declined from £43.9 million to an unacceptably low £24.6 million. We have initiated energetic and determined remedial action and after the most careful consideration we have decided to recommend a reduction in the final dividend.

Bass Charrington plans to raise prices. An increase in the price of its beers is planned by Bass Charrington. Speaking at yesterday's annual meeting, the chairman, Mr. Derek Palmer, told shareholders that last year the group undertook to hold the price of all its beers for a period of twelve months, which expires towards the end of February.

BANQUE DE L'INDOCHINE ET DE SUEZ. US \$40,000,000 Floating Rate Notes 1978-1985. For the six months to 29th January 1979, the Notes will carry an interest rate of 12 1/2 per annum and Coupon Amount of US\$60,333.

UK COMPANY NEWS

Companies and Markets

BIDS AND DEALS

Geoffrey Rose strengthens stake in Audiotronic

An Anglo-American consortium, headed by Mr. Geoffrey Rose, has strengthened its position at Audiotronic Holdings with the acquisition of a large parcel of shares from the Laskey family. The trio of two American businessmen and Mr. Rose which rescued Audiotronic last year have purchased almost 1.2m shares from three Laskey family directors. In addition they have acquired voting rights to a similar number of shares which have been retained by the Laskey family.

MORE U.S. EXPANSION FOR THORN

Thorn Electrical Industries has acquired Modutec Inc., a leading analogue panel meter company in the U.S. for almost \$4m. Modutec will become part of the test and measurement business of Thorn's industrial control engineering division. Its products will complement those made by Avo, another Thorn unit, to provide a comprehensive range of panel meter instruments for the UK and European market.

Dartmouth Inv. suspended on possible merger talks

Dartmouth Investments, the Birmingham-based heating engineer, has received an approach from an unnamed party which may lead to an offer for the company. On the Stock Exchange the group's shares have been suspended at 18 1/2p. The suspension price values Dartmouth at £2.5m. In the last financial year ending March 31, 1978, Dartmouth reported pre-tax profits of £308,000, compared with £255,843, on turnover of £3.18m. Stated net assets of the group were 16.2p per share.

BCA PURCHASES CARAVAN SITE

British Car Auction is continuing to expand its caravan interests, with the purchase of a freehold caravan site at Penton Park in Surrey. BCA has agreed to pay £750,000 for the site—£500,000 in cash and the remainder by the issue of BCA shares.

SHARE STAKES

Assam Frontier Tea Holdings—Scottish Northern Investment Trust holds 70,000 shares (7.44 per cent.). Guthrie Corporation—On Jan.

GNOME PHOTO BLOCK CHANGES HANDS

Sir Julian Hodge has bought a near 7 per cent stake in the Cardiff-based photographic apparatus group, Gnome Photographic Products. Sir Julian has purchased 175,000 shares, 180,000 of which are understood to have been acquired from Central Manufacturing and Trading, which sold its entire holding. Mrs. H. J. Rees, chairman of Gnome Photographic, said yesterday that Sir Julian had not been asked to join the Board. "As far as I understand it, his stake is for purely investment purposes," she added.

KLEINWORT BENSON INVESTS IN WORD PROCESSOR

Kleinwort Benson has recently invested £250,000 in Data Recall, the designer and manufacturer of the diamond word processor. The investment is in the form of participating preference shares and has had the effect of increasing the company's issued share capital to £275,000. Kleinwort Benson will be appointing a representative to the Board of the company. Data Recall's successful trading results for 1977 have been extended in 1978, the number of diamonds installed having trebled the previous year's record. It is expected that turnover for the year ended December 31, 1978, will have amounted to approximately £1.25m—double that of the previous year.

WESTINGHOUSE LITIGATION: ORDER EXTENDED

U.S. Federal Judge Prentice Marshall has extended indefinitely a restraining order granted to Westinghouse Electric Corporation to prevent nine uranium producers from transferring assets out of the U.S. without giving Westinghouse and the Court 20 days' notice.

PLANTATION HLDGS.

Multi-Purpose Holdings Bhd now owns 64.44 per cent of Plantation Holdings after receiving acceptance for its offer from holders of 4,015,289 shares. MPH had to make a general offer for Plantation Holdings after buying a total of 49.78 per cent of the company. "Reactions to the offer must depend to a considerable extent on the personal circumstances of each individual" was the advice given to shareholders by Mr. S. W. Livesey, Plantation Holdings chairman.

Hume Hldgs steady at half time

TOTAL net pre-tax revenue of Hume Holdings, the investment trust, were virtually unchanged at £1,171,000, against £1,165,000 in the six months to December 31, 1978. Gross revenue was ahead from £1.32m to £1.4m. But the directors are confident distributable revenue for the full year will fulfil the chairman's earlier forecast of an increase over last year's £1.49m. At the halfway stage attributable revenue rose from £688,000 to £820,000. Net revenue rose from £974,000 to £1,066,000 but the share of associated companies was down from £191,000 to £111,000 which resulted in static total net revenue. The reduction in associated companies' revenue was the result of the sale of the company's interest in Scottish Life Hume Properties. The reinvestment of the proceeds is reflected in the increase in franked dividend revenue which rose from £326,000 to £344,000. Fully diluted net asset value per 25p share is shown down from 99.5p to 96.8p.

Caravans International 1978 Results. Table with columns for 1978 and 1977. Rows include Sales to external customers, Profit before tax and minorities, Profit after tax and minorities, Earnings per share (basic), Dividends per share, Shareholders' funds per share, Breakdown of sales (UK companies, Continental Europe companies, African companies), and Less inter-group export sales.

The directors say that disposal of the property investment trust, continued, and a further £1.15m worth have been sold, some subject to contract. These properties produced net pre-tax revenue of £31,000 a year. A £277,000 surplus over cost will come from the disposals, of which £338,000 will be subject to CGT at 30 per cent. This has been deducted in arriving at the net asset value. The value of the remaining property investments is about £400,000. The group decided in October last year to realise sufficient U.S. common stocks to provide for repayment under the loan agreements of the U.S.\$4.5m term loans on the next anniversary date on January 31 this year. This move was made because of increased U.S. interest rates and the unclear economic prospects there. There was a net revenue shortfall of dividends on the underlying securities compared with interest payable on the loans which was likely to increase to an unacceptable level if the loans were renewed. The early repayment will improve the estimated pre-tax revenue by about £60,000 in the current year. The remaining overseas investments, all of which are eligible for the investment currency premium, amount to the equivalent of £1.6m in value. In addition there is about £230,000 from the proceeds of the liquidation of the Australian subsidiary Westiva Investments, on deposit, awaiting investment in the U.S. or elsewhere. A final dividend—already announced—is raised from 1.485p net per A share to 1.675p. The total for last year was 4.59375p. Stated earnings per share are shown up from 3.95p to 4.04p. The directors are proposing to change the name of the company to Hume Investment Trust Company. The proposal will be put at an extra-ordinary meeting following the annual meeting.

Queensland Mines may need rights issue

DELAYS in receiving Australian Government approval to mine the Nabarlek uranium deposit in the Northern Territory has forced Queensland Mines to consider raising funds from shareholders, reports James Forth from Sydney. The directors have called an extra-ordinary meeting for February 21 to increase the authorised capital which would clear the way for a rights issue. However, the Board says that it has no intention of making an issue "unless it is absolutely necessary." The directors considered it prudent to call the meeting because of present Government delays in approving the company's agreement with the Northern Land Council and the possibility of further delays. The agreement with the Council, which acts on behalf of Aboriginal land owners, took place on December 8 and Queensland Mines and the Council immediately sought the approval of the Minister for Aboriginal Affairs but this has not been given. The company is prohibited from signing the agreement until it is approved by the Minister. Moreover, the mining lease over the Nabarlek deposit cannot be issued until this agreement is signed. The directors say that the company cannot conclude borrowing arrangements for the financing of the project until the lease is issued. The only other agreement reached with the Northern Land Council is for the Ranger project of Peke-Walsh and EZ Industries. Approval has been given for this venture and an authority to mine has been issued.

Hamersley's profit falls

RTT BY the world steel industry recession and the inevitable industrial stoppages in Western Australia, the Rio Tinto-Zinc group's Hamersley iron ore complex report 1978 net earnings of A\$34.8m (£19.8m) compared with A\$57.5m in 1977. A final dividend of 5 cents (2.5p) makes a total for the year of 9 cents against 15 cents in 1977. Earnings from operations dropped to A\$17.16m from A\$33.26m but the fall was cushioned by investment allowance and trading stock valuation tax benefits which amounted to A\$17.65m against A\$4.58m in the previous year. An 8.5 per cent fall in the past year's net sales revenue to A\$359.5m reflected not only the lower ore shipments but also a less favourable exchange rate for the Australian dollar against the U.S. dollar in which iron ore contracts are priced. Hamersley shares were 187p yesterday.

ROUND-UP

The South African and Rhodesian Messias (Transvaal) copper mining and industrial group hopes to resume dividends in November. Commander H. F. P. Grenfell, the chairman, said at yesterday's Johannesburg meeting that earnings in the current year to September 30 should exceed the 1977 depressed level of 19 cents per share, but a return to the dividend list will depend on the management's ability to substantially reduce debts in the remainder of the year. Messias shares improved 3p to 85p yesterday.

MINING BRIEFS

Table with columns: Mine Name, Four weeks ended, Jan. 1978, Dec. 1978, (pence in million). Rows include Rio Tinto Zinc, West Coast Mines, One Mile, Lead concentrate, Zinc concentrate, Copper concentrate.

Cowan de Groot £1m half way

WITH PRE-TAX profits up from £362,168 to £1,066,576 in the six months to October 31, 1978, the Board of Cowan de Groot is confident of another rewarding year. After tax of £556,150 (£443,127), earnings per 10p share are shown to have risen from 3.45p to 4.05p. The net interim dividend is increased to 0.8p (0.72p). Last year's total payment was 2.308p on record pre-tax profits of £1.91m. Turnover in the six-month period was well ahead at £19.2m against £18.65m. Retained earnings were £397,432 (£320,273). The group continues to trade successfully, and sales are ahead of the same period last year in each of the four divisions. There is ample finance for expansion and suitable acquisitions in existing fields are being sought. Mr. D. Cowan, chairman, says that Christmas toy sales appear to have been satisfactory across the group's range, auguring well for the new year. Orders taken at the Harrogate Toy Fair earlier this month were a record. The group has interests in the import and manufacture of toys and gifts, electrical wholesaling, and the import of machinery for manufacture of plastic products.

Watson & Philip £0.3m drop

WITH A fall from £0.67m to £0.45m in the second half, pre-tax profits of Watson and Philip at £0.88m for the year ended October 27, 1978, failed to match the previous year's record £1.13m as forewarned at mid-way. Turnover rose from £57.74m to £64.22m. The directors say the year proved to be a very difficult one for the foodstuff distributing group and that a swift return to easier trading conditions is unlikely. The group has embarked on a programme of rationalisation which will produce benefits in the current year, particularly in view of the transport strike, which has already interrupted supplies. Nevertheless, provided that the dispute is not protracted, and that fresh disruption can be avoided, they would hope to see at least some modest improvement. After tax of £0.46m (£0.58m) stated earnings dropped from 7.2p to 5p per 10p share. A final dividend of 1.8619p net lifts the total payment from 2.43044p to 2.71389p.

Derby Trust advances

Revenue before tax of Derby Trust rose from £30,330 to £706,195 in the year to December 31, 1978. The net final dividend is increased from 7.130p to 7.699p, making 14.789p (13.429p). Asset value per 50p capital share is up from 345p to 382.5p. After tax of £388,504 (£187,512), available revenue is £27,197 cent higher at 2436,691 (£324,315).

CALEDONIAN SUCCESS

The offer for sale of the whole of the issued share capital of Caledonian Holdings has been oversubscribed. Details, including

Some industries are thinking microprocessors. We are using them

There's a lot more to weighing than beams and levers. Look at the Avery 1750 in your local shop. Deep inside the world's leading digital scale, there is a microprocessor carrying out all control and computing functions. Result: higher performance and reliability. Microprocessors bring the same benefits to our electronic counting scales, weighing-in-motion schemes, weighbridge recording systems, and fully automated industrial weighers. That's Avery technology at work. Load cells, solid-state physics, digitizers, and microcomputers have made weighing a high-technology business. Big or small, in factory, shop or process plant, our scales can be engineered to feed computers, control handling gear, actuate recorders, command remote displays...

AVERY advertisement featuring images of industrial weighing scales and a person operating a scale. Text includes 'AVERY' logo, 'W & T Avery', 'Smethwick, Weyley, West Midlands, B66 7JL', 'Telephone: 021-558 1112 Telex: 83855', and 'A member of the Avery's Limited Group of Companies'.

INTERNATIONAL COMPANIES and FINANCE

NORTH AMERICAN NEWS

Exxon earnings 48% ahead

BY DAVID LASCELLES IN NEW YORK
EXXON, THE largest U.S. oil corporation, reported a sharp increase in earnings yesterday. Profits in the fourth quarter of 1978 rose 48 per cent to \$850m or \$1.91 per share from \$573m or \$1.28 in 1977. Sales went up 19 per cent to \$18.1bn.

Marathon Oil reported flat fourth quarter earnings of \$56m or \$1.83 against \$57.1m or \$1.59 the year before. Revenues were \$1.37bn, up slightly from \$1.3bn. For the whole of 1978 Marathon earned \$225.2m or \$7.45 up 14 per cent on 1977's \$197m or \$6.54.

Shell Canada year-end profits declined slightly to C\$151.4m or C\$1.51 per share from C\$154.6m or C\$1.54 a share for the previous year. Revenues rose to C\$2.73bn from C\$2.57bn. The company's fourth quarter results improved to C\$48.9m or 49 cents from C\$45.1 or 45 cents.

Slowdown at General Electric

BY OUR NEW YORK CORRESPONDENT
SIGNS OF a widely anticipated slowdown in the earnings growth of General Electric, the leading U.S. manufacturer of electrical equipment, are apparent in the company's fourth quarter results, released yesterday.

McGraw-Hill in further law suit

BY STEWART FLEMING IN NEW YORK
MCGRAW-HILL, the U.S. publishing company, has launched another lawsuit in its effort to fight off the \$830m takeover bid from American Express by tying the takeover to a merger.

EUROBONDS

FFr 200m issue for Norway

BY FRANCIS GHILLIES
NORWAY will float a FFr200m five-year bullet with an indicated coupon of 9 1/2 per cent and a price of par through Societe Generale.

Peak sales at Bell Canada

BY ROBERT GIBBENS IN MONTREAL
TWO TELEPHONE rate increases, strong demand for services, revenues from its joint Saudi Arabia telecommunications project and good directory sales brought peak volume and earnings in 1978 for Bell Canada, the country's largest telecommunication utility.

Ashland property sales begin

BY OUR NEW YORK STAFF
ASHLAND OIL yesterday announced the first sale in its new programme to divest itself of many of its properties and concentrate on refining and marketing, and on coal.

Grace wins over Daylin

BY JOHN WYLES IN NEW YORK
W. R. GRACE'S bid for control of Daylin Incorporated, which had threatened to develop into a fierce battle, has turned out to be little more than a minor skirmish.

Sharp increase from Mead

BY OUR FINANCIAL STAFF
MEAD CORPORATION, the U.S. forest products company which was involved in a raucous bid tussle with Occidental Petroleum last year before the latter withdrew its unwanted \$1bn offer, has turned in solid gain in earnings for 1978.

Westinghouse order extended

FEDERAL JUDGE Prentice Marshall extended indefinitely a restraining order granted to Westinghouse Electric Corporation to prevent nine uranium producers from transferring assets out of the U.S. without giving Westinghouse and the court 20 days notice.

Singer income dips 19 per cent.

BY OUR NEW YORK CORRESPONDENT
A SETBACK in the fourth quarter has hit earnings at Singer, the U.S. sewing machine manufacturer which last week announced that it intended to go ahead with an \$5m re-investment programme at its Clydebank plant in Scotland.

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FT INTERNATIONAL BOND SERVICE

The list shows the 800 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month.

AMERICAN QUARTERLIES

Table with columns for various companies (ABBOTT LABORATORIES, BOISE CASCADE, CARPENTER TECHNOLOGY, COPPER INDUSTRIES, DIGITAL EQUIPMENT, DOW JONES, EATON CORPORATION, HUGHES TOOL, INCREASED SALES, KOPPERTS, NATIONAL DISTILLERS & CHEMICALS, RELIANCE GROUP, ST. LOUIS-SAN FRAN. RLY., ST. REGIS PAPER, VIRGINIA ELEC. & POWER, WHEELING PITTSBURGH STEEL) and their financial data for 1978 and 1977.

OTHER STRAIGHTS

Table listing various international bond issues with columns for Issued, Bid, Offer, Change, and Yield.

Advertisement for Inter-American Development Bank, featuring a logo and text: 'All of these securities having been sold, this advertisement appears as a matter of record only. NEW ISSUE \$100,000,000 Inter-American Development Bank 9 1/2% Twenty-Five Year Bonds of 1979, due January 15, 2004. Lazard Freres & Co., Goldman, Sachs & Co., Merrill Lynch White Weld Capital Markets Group, Lehman Brothers Kuhn Loeb, Salomon Brothers, Blyth Eastman Dillon & Co., The First Boston Corporation, Atlantic Capital, Bache Halsey Stuart Shields, Dillon, Read & Co. Inc., E. F. Hutton & Company Inc., Paine, Webber, Jackson & Curtis, Warburg Paribas Becker, L. F. Rothschild, Unterberg, Towbin, A. E. Ames & Co., J. C. Bradford & Co., EuroPartners Securities Corporation, SoGen-Swiss International Corporation, Tucker, Anthony & R. L. Day, Inc., Daiwa Securities America Inc., The Nikko Securities Co., Scandinavian Securities Corporation.

Advertisement for FT INTERNATIONAL BOND SERVICE, listing various international bond issues with columns for Issued, Bid, Offer, Change, and Yield. Includes a note: 'No information available - previous days price.' and 'Straight Bonds: The yield is the yield to redemption of the mid-price of the amount issued in millions of currency units and for the current coupon rate.' and 'Convertible Bonds: Denominated in dollars unless otherwise indicated. Chg. day Change on conv. day. Conv. price - first date for conversion into shares. Conv. price - current coupon. Conv. day - current yield. Conv. date - date of maturity of the bond over the most recent price of the shares.'

INTERNATIONAL COMPANIES and FINANCE

Sims in talks on takeover offer

By James Forth in Sydney THE MAJOR diversified industrial group, Sims Consolidated is in talks which may result in an offer being made for the company's issue of capital. The directors have advised shareholders not to sell, pending a further announcement.

Banker criticises controls

By Our Sydney Correspondent CONTINUATION of official controls on the banking system would ultimately make it more difficult for the Government to implement economic and monetary controls, Mr. R. R. Law-Smith, the chairman of the National Bank of Australasia, suggested yesterday.

Olivetti expects level of profits to be marginal

BY PAUL BETTS IN ROME OLIVETTI shareholders yesterday approved their company's combined rights and convertible bond issue and were told that group profits for 1978 were likely to be marginal.

EUROBOND LEAD MANAGEMENT

West German banks tighten their grip

BY MARY CAMPBELL THE DOMINANCE of two leading German banks, Deutsche Bank and WestLB, as lead managers in the Eurobond market has been confirmed by figures compiled by S. G. Warburg. Of the \$11.2bn worth of international listed debt issues brought to the European capital market last year by the top 20 lead managers, these two banks were responsible for 27.8 per cent and 12.7 per cent respectively.

EUROPEAN TYRE INDUSTRY

A harsh wind of change

BY TERRY DODSWORTH IN PARIS

THE HARSH wind of change blowing through the European tyre industry was almost certain sooner or later to tear apart the tender alliance between Semperit of Austria and Kleber-Colombes of France. From the start, the relationship had been difficult.

Earlier this month, the second largest tyre producer in France, Kleber-Colombes, and Semperit, the Austrian industrial group, announced their intention to end all trading and financial agreements. The result is that Semkler, the jointly-owned Swiss holding company of the two groups, is to be dismantled.

by Michelin—which has produced radial tyres capable of going up to twice as far as the old-style cross plys. This means logically that the industry has to slim. Vehicle markets and the vehicle stock in Europe are simply not expanding fast enough to absorb the stock. So one or another company has to go.

The fundamental reason for this tightness in trading conditions lies in the new technology—developed, ironically,

waiting in the wings, along with the American producers, Good-year (sales of about 7 per cent), Firestone (3 per cent) and Uniroyal (3 per cent). Continental of West Germany has some 21 per cent of the French tyre market. Yet Kleber, with losses accelerating alarmingly from FFr 46.7m (\$10.9m) in 1977 to FFr 49.6m in the first half of 1978, is clearly in a situation in which any rescue action will demand heavy investment in management time and money.

Among Kleber's 9,500 employees, who see the threat of surgery looming closer every day, there has been no shortage of rumours about the future. Suggestions of possible new partners range from the French oil companies to the big American or German tyre groups.

Uncertain future for Austrian producer

BY PAUL LENDVAI IN VIENNA

SEMPERIT, WITH total sales of around Sch 7bn (\$520m), faces a bleak future following the ending of its five year partnership with Kleber-Colombes. The company badly needs an infusion of new capital.

The link with Kleber was originally to have led to one group with one brand name, one balance sheet and one leadership. Both sides faced painful decisions involving the closure of Semperit's plant in Dublin and Kleber's factory at Colombes. But it is generally agreed by Austrian observers that the main obstacle to the alliance was the deeply-seated suspicion, and later opposition, of the unions and the middle management at Semperit.

It is doubtful, however, whether Semperit will have the resources to restart worthwhile research and development and to increase investments in the two plants at Traiskirchen and Dublin. The company's major weakness is rooted in producing too many types of tyres in relatively small series.

FOOD PRICE MOVEMENTS

Table with columns: January 25, Week ago, Month ago. Rows include Bacon, Butter, Eggs, Beef, Lamb, Pork, Poultry.

CLIVE INVESTMENTS LIMITED. Index Guide as at January 9, 1979. Clive Fixed Interest Capital: 129.92. Clive Fixed Interest Income: 114.69.

ALLEN HARVEY & ROSS INVEST MANAGEMENT LTD. Index Guide as at January 25, 1979. Capital Fixed Interest Portfolio: 100.02. Income Fixed Interest Portfolio: 97.75.

UNITED INTERNATIONAL BOND FUND

NOTICE TO HOLDERS OF BEARER SHARES. A Final Distribution from the Fund in respect of the Accounting Period ended 29th December 1978, will be paid on Friday, 26th January, 1979, to persons presenting coupon number 2 detached from Bearer Certificates.

- United International Bank Limited, 30 Finsbury Square, London EC2A 1SN. List of banks: Algemeene Bank Nederland, The Bank of Nova Scotia, etc.

NOTICE TO HOLDERS. The audited accounts of the Fund for the Accounting Period to 29th December, 1978, are open to inspection during usual business hours by any Holder at the Office of the Trustee.

EULABANK

Extract from Audited Accounts for the year ended 30th September 1978

Table with columns: 1978, 1977. Rows include Profit before Taxation, Profit after Taxation, Share Capital and Reserves, Deposits, Cash, Loans, Total Assets.

Eulabank is an international merchant bank based in the City of London and its shareholders are leading European and Latin American banks.

- SHAREHOLDER BANKS. Europe: Algemeene Bank Nederland NV, Banca Nazionale del Lavoro, Banco Central SA, etc. Latin America: Banco de Colombia, Banco de la Nación, etc.

EULABANK Euro-Latinamerican Bank Limited. Gillet House, 55 Basinghall Street, London, EC2V 5EN. Tel: 01-806 6141. Telex: 8811929

This announcement appears as a matter of record only

Alberta Energy Company Ltd.

\$300,000,000

Revolving Credit Facility Secured by the Company's Gas Reserves at Suffield, Alberta

Arranged by The Royal Bank of Canada

Provided by The Royal Bank of Canada and Canadian Imperial Bank of Commerce

November, 1978

Centrale Rabobank

AMSTERDAM, THE NETHERLANDS

ANNOUNCES THE ISSUE OF DFLS 150,000,000—8 1/4% BONDS 1979 DUE 1980/1989

IN BEARER DENOMINATIONS OF DFLS 1,000 EACH

Issue price will be determined in the light of market conditions prevailing on January 31, 1979.

Interest payable annually on March 1, without deduction of withholding tax.

Redemption at par in ten equal annual instalments from March 1, 1980, until 1989.

Application has been made to list the bonds on the Amsterdam Stock Exchange.

Subscription will be closed on February 2, 1979, at 15.00 hours. Payment Date: March 1, 1979.

Amsterdam, January 26, 1979. CO-OPERATIEVE CENTRALE RAIFFEISEN-BOERENLEENBANK B.A. Centrale Rabobank, P.O. Box 8098, Utrecht, The Netherlands. Telephone: 030-362832. Telex: 40025 RABO NL.





CURRENCIES, MONEY and GOLD

Dollar improves

The dollar rose against most currencies in yesterday's foreign exchange market, but finished some way below its best level. Against the D-mark it finished at DM 1.8590 compared with DM 1.8440 on Wednesday, and showed a strong improvement against the Swiss franc to Sfr 1.6887 from Sfr 1.6745.

Encouraging statements by Federal Reserve Board chairman William Miller that the U.S. could avoid a recession may have helped boost the U.S. unit while some dealers suggested that large intervention by the Swiss authorities on Wednesday was behind the improvement. Towards mid-day it was quoted at DM 1.8600 up from DM 1.8575 after an Sfr 1.6840 on Wednesday. Against the Swiss franc it improved to Sfr 1.6885 from Sfr 1.6750 previously.

Table: THE POUND SPOT FORWARD AGAINST £. Columns: Jan. 25, Day's Spread, Close, One month, % p.a., Three months, % p.a.

THE DOLLAR SPOT AND FORWARD

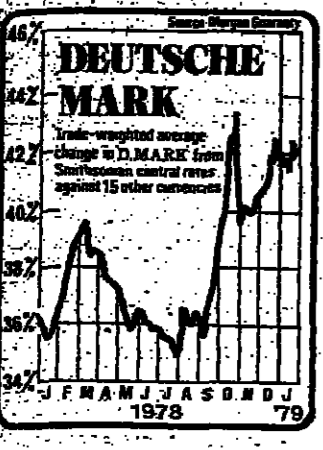
Table: THE DOLLAR SPOT AND FORWARD. Columns: Jan. 25, Day's Spread, Close, One month, % p.a., Three months, % p.a.

CURRENCY RATES CURRENCY MOVEMENTS

Table: CURRENCY RATES CURRENCY MOVEMENTS. Columns: January 25, Special Drawing Unit, January 25, Bank of England, Index changes, %.

OTHER MARKETS

Table: OTHER MARKETS. Columns: Jan. 25, £, \$, S, Note Rates.



proved to be a little too much for the market to accept and during the afternoon the dollar fell below its best levels for the day.

FRANKFURT—The dollar was fixed at DM 1.8640 yesterday, an improvement on Wednesday's level of DM 1.8466, and there was no intervention by the Bundesbank. Opinions were still divided as to the possible effects of President Carter's speech due later in the day, and trading remained fairly active.

MILAN—The lira lost ground against the dollar, but improved against other major currencies. The dollar was fixed at L597.55, higher than the L584.00 on Wednesday. Against the Swiss franc it improved to Sfr 1.6885 from Sfr 1.6750 previously.

ZURICH—In fairly active trading, the dollar improved against most currencies and by mid-morning was quoted at Sfr 1.6910 up from Sfr 1.6810 earlier and DM 1.8540 compared with DM 1.8475. Some sources suggested that demand for the U.S. unit had been stimulated by the Swiss authorities' decision to lift the ban on Swiss investments.

AMSTERDAM—The dollar was fixed at Fl 2.0040 yesterday compared with Wednesday's fixing of Fl 1.9945. In later trading, the U.S. unit improved further to Fl 2.0070.

TOKYO—The dollar drifted slightly easier against the yen yesterday and closed at ¥195.05 compared with an opening level of ¥197.80 and Wednesday's close of ¥198.10.

NEW YORK—In busy trading the dollar improved against most currencies in yesterday's foreign exchange market, but finished some way below its best level. Against the D-mark it finished at DM 1.8590 compared with DM 1.8440 on Wednesday, and showed a strong improvement against the Swiss franc to Sfr 1.6887 from Sfr 1.6745.

EXCHANGE CROSS RATES

Table: EXCHANGE CROSS RATES. Columns: Jan. 25, Pound Sterling, U.S. Dollar, Deutsche Mark, Japanese Yen, French Franc, Swiss Franc, Dutch Guilder, Italian Lira, Canada Dollar, Belgian Franc.

EURO-CURRENCY INTEREST RATES

Table: EURO-CURRENCY INTEREST RATES. Columns: Jan. 25, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, West German Mark, French Franc, Italian Lira, Asian \$, Japanese Yen.

INTERNATIONAL MONEY MARKET

New York rates steady. Interest rates in New York showed little change yesterday, and 13-week Treasury bills were quoted unchanged at 9.34 per cent, compared with 9.44 per cent earlier in the day. One-month bills were unchanged at 9.49 per cent. Federal funds continued to show a steady trend and were trading at 9 1/2-10 1/2 per cent, unchanged from Wednesday.

GOLD Slight fall

Gold fell \$14 an ounce in the London bullion market yesterday to close at \$235.235. In active two-day trading, the metal opened at \$236.250 and eased in a few minutes to \$234.235 before improving to \$236.237. The gold price fell because the latest tranche has a shorter life. One year bills yielded 12.11 per cent compared with 12.30 per cent at the December auction.

UK MONEY MARKET

Confused trading. Bank of England Minimum Lending Rate 12 1/2 per cent (since November 9, 1978). A curious glance would have shown a rather confused picture of events in yesterday's money market, with the Bank of England eventually selling a moderate amount of Treasury bills all direct to the discount houses while overnight money in the interbank market commanded up to 9 3/4 per cent towards the close.

MONEY RATES

Table: MONEY RATES. Columns: NEW YORK, Discount Rate, Prime Rate, Treasury Bills, GERMANY, Discount Rate, Prime Rate, Treasury Bills, FRANCE, Discount Rate, Prime Rate, Treasury Bills, JAPAN, Discount Rate, Call (Unconditional), Bills Discount Rate.

LONDON MONEY RATES

Table: LONDON MONEY RATES. Columns: Jan. 25, Sterling Certificate on deposit, Interbank deposits, Local Authority deposits, Local Authority negotiable bonds, Finance House Deposits, Company Deposits, Discount, Treasury Bills, Eligible Bank Bills, Fine Trade Bills.

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NIPPON TELEGRAPH & TELEPHONE PUBLIC CORPORATION Tokyo, Japan DM 100,000,000 5 1/2% Deutsche Mark Bonds of 1979/1987 under the irrevocable and unconditional guaranty of Japan. Includes logos and detailed financial information.

IMPORTANT ANNOUNCEMENT Negri Bossi SpA Cologno Monzese, Milan, Italy Lessona Warwick Rhode Island, U.S.A. Includes details about company operations and shareholder information.

NatWest Registrars Department National Westminster Bank Limited has been appointed Registrar of HEPWORTH CERAMIC HOLDINGS LIMITED. Includes contact information for Bristol.

Post Office launches coin-op Prestel service. A COIN-OPERATED version of Prestel, the Post Office's telephone information service which enables subscribers to obtain data on a television screen covering a wide variety of topics, has been introduced for use in hotels, clubs, airport lounges, and similar locations.

Eastern water rate rise curbed. THE ANGLIAN Water Authority is to use a £13m surplus to keep down increases in water and sewerage rates from next April. The authority, which has more than 4m consumers between the Humber and the Thames, needs an extra £20m for next year's expenditure which must be found either from the balances or from an increase in charges.

Companies and Markets

WORLD STOCK MARKETS

Wall St. narrowly up at midday on firmer \$

INVESTMENT DOLLAR PREMIUM \$2.60 to \$2.92% (92%) Effective 11.9920 47% (48%)

NEW YORK stocks were sliding in moderate trading but remained narrowly higher, helped by a firmer dollar and some hope that

Closing prices and market reports were not available for this edition.

Interest rates may be near their peak. However, investors continue to worry that inflation may accelerate in the first half of the current year.

The Federal Reserve's chairman said he considered President Carter too optimistic in forecasting a 7.4 per cent inflation rate for 1979. The U.S. Labor Department reported consumer prices rose 0.6 per cent in December against 0.5 per cent in November.

The Dow Jones Industrial Average added 1.39 to 447.80 and gains led losses about seven to five on a volume of 12m. issues. The Transport Index rose 0.53 to 217.76 and Utilities advanced 0.68 to 103.35.

A number of big oil companies gained on reports of higher fourth quarter profits. Exxon added 50 cents to 85.00, Standard Oil Company (Ohio) 50 cents to

\$43 and Mobil 50 cents to 86.01. British Petroleum which holds 52 per cent of Sohio, added 1/4 to 81 1/2.

Active Bally Manufacturing rebounded \$2 1/2 to \$53 1/2 after a more than five point fall on Wednesday. A Federal Grand Jury has subpoenaed some of its documents in an investigation of the slot-machine industry.

General Electric picked up 25 cents to \$49 1/2 after reporting higher December quarter profits. Digital Equipment, whose fiscal second quarter net was gained, slipped 25 cents to \$24 1/2.

After last \$1 1/2 to \$2 1/2. The company agreed to merge with Pennsylvania Life Corp. in an exchange of stock.

Del Monte climbed \$1 1/2 to \$47 1/2. R. J. Reynolds said the Federal Trade Commission would not oppose its planned acquisition of Del Monte.

Reynolds gained \$1 1/2 to \$51 1/2. American Stock Exchange prices gained in moderate trading. The Amex Index rose 0.68 to 161.07 on a volume of 1.35m shares.

Syntex topped the active list again, rising \$1 1/2 to \$37 1/2. The company has received U.S. approval to sell its polycarbonate lens film.

Glaxo Distillers B lost 75 cents to \$23 1/2 on top of a five point loss on Wednesday. It

reported higher fiscal second quarter net and raised the dividend and could not explain the drop. Bowmar Instrument added 50 cents to \$41 but Amahl slipped 25 cents to \$46 1/2 despite reporting higher fourth quarter earnings.

Canada Canadian share prices were generally higher in active midday trading as the market followed New York's positive lead. The Toronto Industrial Index rose 2.2 to 1,570.9 and volume rose to 2,883,150 shares on 1,882,467 shares at noon on Wednesday. Metals and Mining put on 4.7 to 1,231.15 but the Golds Index fell over 26 points to 1,539.2. Advances outpaced declines 188 to 137.

Northern Telecom, which rose sharply on Wednesday adding 25 cents to \$43 1/2, which the company attributed to its higher earnings. Bell Canada, which reported higher fourth quarter net, gained 1/2 to \$63 1/2 while Murphy Oil trimmed 25 cents to \$14 1/2 on lower year results.

In Montreal two stocks were firm with Bank stocks leading a small advance in moderate trading. Eight of the 100 most advanced but the Composite Index was only 1 point higher. The Banks Index rose more than two points with Royal Bank up

to \$41 1/2. Bank of Montreal, the most active issue, added 1/2 to \$65 on 35,434 shares.

Tokyo Shares closed slightly higher in active trading led by Steels, Vehicles and Heavy Machines. The Tokyo Stock Exchange Index closed at 461.86, up 0.17 and a new high for 1979. Major investment trusts and institutional investors actively bought steel

and heavy electric machines attracted by high yields and good business prospects. Vehicles also rose reflecting active vehicle production programmes this year. Nissan Motor rose Y11 to Y890, Toyo Kogyo Y15 to Y421, Honda Motor Y4 to Y506, Kawasaki Steel Y3 to Y137 and Nisshin Steel Y5 to Y204.

Food, Textiles, Non-ferrous Metals and Oils closed mixed. Toyota profit-taking had pared initial gains.

Australia The market was firmer in active trading led by Mines, especially Copper and Gold stocks. With base metal prices higher, and higher prices for Australian shares in London, a number of the volume of metal stocks traded.

M.L. Lyell rose 5 cents to 75 cents, and MIM and BH South put on a cent to \$A3.01 and

\$A1.55 respectively. Bownville traded 370,000 shares rising to \$A1.55. Central Norseman rose 50 cents to \$A18.50, Gold Mines of Kalgoorlie 7 to 97 cents, Reinson 30 to \$A10.60. Consolidated Gold 5 to \$A3.50 and Audimco 3 to \$A3.62. However, CRA fell 3 to \$A3.62. Comalco rose 5 cents to \$A3, while Banks were all firmer except for The Waite.

Retailers firmed following the Federal Government's decision not to impose a retail tax, while pastoral stocks, although lightly traded, closed higher.

Brussels Belgian share prices were mixed in moderate trading. Electrals, Vitelle Montagne, Wagons-Lits, UCB and Tessenderlo, rose, while Sofina, Cobeqa, Clabecq, Acec, GR, Andre Dumont and Arbed fell. Petrofina, the American Petrofina was unchanged and Canadian Petrofina rose.

Milan Stocks closed generally lower in slack trading. The market was affected by the possibility of an Italian Government crisis and also by a report published in the daily newspaper La Repubblica, and later denied by Montedison, that the company had called an extraordinary meeting to reduce its capital. Montedison shares fell 1.75 to L185 despite the denial.

Most other leading financial and industrial shares eased, but Assicuratori and Bascati firmed marginally. Mediocredito fell L340 to L330.10 and Italcementi fell L390 to L242.20.

Switzerland Closing prices of stocks were delayed due to heavy turnover following Wednesday's lifting of the foreign investment ban, but they were about 5 per cent above the previous day's levels.

Domestic bonds rose on double Dutch and foreign bonds closed slightly higher, although beneath the day's highs on record turnover following the lifting of the foreign investment ban. Risers averaged 3-5 per cent in leading issues. Ciba-Geigy Bearer posted a gain of over a cent to SfrFr 120 to SfrFr 129.00.

Germany German share prices eased across the board with banks paragon. The market was affected by the ending of Swiss non-resident investment controls.

Deutsche Bank eased by DM3.50 and Commerzbank by DM3.80. The former, with insurance continued firm, with Allianz gaining DM10. Among other leading shares VW lost a relatively light 70 pfennigs, but Siemens was down DM2.50.

On the domestic bond market public authority issues regained some ground, with some rising as far as 30 pfennigs and some further discounts up to 50 pfennigs.

Amsterdam Share prices closed generally lower with Rogoovev unchanged.

NEW YORK

Table listing various US stocks with columns for Stock, Jan. 25, Jan. 26, and change.

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CANADA

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GERMANY

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EUROPEAN OPTIONS EXCHANGE

Table listing various European options with columns for Series, Vol., April, Last, July, Last, Oct., Last, Stock.

BASE LENDING RATES

Table listing various base lending rates for different banks and locations.

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Indices

NEW YORK - Dow Jones

Table showing New York indices with columns for Jan 24, Jan 25, Jan 26, and change.

STANDARD AND POORS

Table showing Standard & Poors indices with columns for Jan 24, Jan 25, Jan 26, and change.

MONTECAL

Table showing MonteCarlo indices with columns for Jan 24, Jan 25, Jan 26, and change.

TORONTO

Table showing Toronto indices with columns for Jan 24, Jan 25, Jan 26, and change.

JOHANNESBURG

Table showing Johannesburg indices with columns for Jan 24, Jan 25, Jan 26, and change.

WEDNESDAY'S ACTIVE STOCKS

Table listing active stocks on Wednesday with columns for Stock, Price, and change.

OSLO

Table showing Oslo indices with columns for Jan 25, Price, and change.

JOHANNESBURG MINES

Table listing Johannesburg mines with columns for Stock, Price, and change.

PARIS

Table showing Paris indices with columns for Jan 25, Price, and change.

SWITZERLAND

Table showing Switzerland indices with columns for Jan 25, Price, and change.

MILAN

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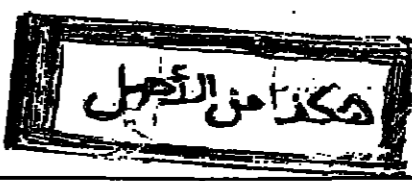
SWITZERLAND

Table showing Switzerland indices with columns for Jan 25, Price, and change.

MILAN

Table showing Milan indices with columns for Jan 25, Price, and change.

Handwritten Arabic text at the bottom of the page.



Brazil soya crop hit by lack of rain

BRASIL'S TWO main soybean producing states—Rio Grande do Sul and Paraná—are facing serious losses in this year's crop...

Coffee market shrugs off Colombian export boost

LONDON COFFEE traders yesterday shrugged off news of a Colombian price move aimed at boosting coffee exports...

Prices plea from new farm chief

IF FARMERS are not given adequate prices for their produce, output of essential foodstuffs will begin to fall, Mr. Richard Butler...

UK FARMING Coping with the cold weather blues

AS A firm believer in old sayings concerning the weather I was heartened by the hard frosts of November. The ice was well able to bear ducks or even heavier creatures...

UK sugar beet losses

SUGAR BEET growers in the West Midlands say they stand to lose more than £1m because of the disastrous effect which the frost has had on their crop...

Supply squeeze fears boost tin

LEAD AND silver prices reached new peaks on the London metal markets yesterday, and copper moved to new 20-month highs...

U.S. futures agreement with Swiss

WASHINGTON — The U.S. Commodity Futures Trading Commission (CFTC) has reached agreement with the Swiss Government on foreign involvement in U.S. commodity markets...

Copper rise predicted

JOHANNESBURG — Mr. H. F. P. Grenfell, Messina (Transvaal) Development chairman, said he expects firmer copper prices over the next few months...

Farming showpiece in West Berlin

DESPITE THE oddity of having several operating farms within its well-guarded borders, West Berlin would appear to have little to offer European agriculture...

BRITISH COMMODITY MARKETS

Table with columns for various commodities like Tin, Zinc, Lead, Copper, and their prices in London.

COFFEE

Table showing coffee prices for Robustas and Arabicas, including futures and spot prices.

PRICE CHANGES

Table listing price changes for various commodities such as Metals, Wool, and Grains.

WOOL FUTURES

Table showing wool futures prices for different grades and origins.

AMERICAN MARKETS

Table listing prices for various commodities in the American market, including Soybeans, Wheat, and Corn.

LEGAL NOTICES

NOTICE IS HEREBY GIVEN, pursuant to Section 233 of the Companies Act 1948, that a meeting of the shareholders of the above-named Company will be held...

WHEAT

Table showing wheat prices for different grades and origins.

MEAT/VEGETABLES

Table listing prices for various meats and vegetables.

EUROPEAN MARKETS

Table listing prices for various commodities in the European market.

SILVER

Table showing silver prices for different grades and origins.

SOYBEAN MEAL

Table showing soybean meal prices for different grades and origins.

INDICES

Table showing various financial indices and their values.

RUBBER

Table showing rubber prices for different grades and origins.

SUGAR

Table showing sugar prices for different grades and origins.

MOODY'S

Table showing Moody's credit ratings and related data.

COCOA

Table showing cocoa prices for different grades and origins.

REUTERS

Table showing Reuters market data and indices.

ABATTOIRS

THE DAYS are numbered for subsidised municipal slaughterhouses, financed from the rates. Local authorities are growing less and less willing to pump money into loss-making slaughterhouses...

COTTON

Table showing cotton prices for different grades and origins.

INDIA PLANS

NEW DELHI — India has decided to build a buffer stock of 500,000 tonnes of sugar, Surjit Singh Barnala, Agriculture Minister, said.

ABATTOIRS may lose local subsidies

THE DAYS are numbered for subsidised municipal slaughterhouses, financed from the rates. Local authorities are growing less and less willing to pump money into loss-making slaughterhouses...

Advertisement for Gold Silver Platinum, featuring a large graphic and text about precious metals.

GOLD SILVER PLATINUM

Buyers-Processors-Refiners Basic Metal Co Ltd Vineyard Walk, London EC1 0T-278 6311 Telex: 27189

INDIA PLANS sugar stockpile

NEW DELHI — India has decided to build a buffer stock of 500,000 tonnes of sugar, Surjit Singh Barnala, Agriculture Minister, said.

LONDON STOCK EXCHANGE

Unchanged MLR fails to restore confidence in markets
30-share index regains 0.9 after three-day fall of 17.9

Account Dealing Dates
Option
\*First Declara- Last Account
Dealings tions Dealings Day
Jan. 15 Jan. 25 Jan. 26 Feb. 6

to leave moderate net losses
ranging to 3 among heavyweight
stocks.
A well-matched two-way trade
in the investment currency
market saw the premium move
between 92 and 94 per cent for
most of the day and short covering
helped it close at the day's
highest of 92 1/2 per cent, a fraction
harder on the day. Yesterday's
SE conversion factor was 0.6796
(0.6773).

hopes that the "A" shares will
soon be enfranchised, the
ordinary closed 3 higher at 210p
and the A 4 up at 185p, while the
Warrants closed a fraction dearer
at 48 1/2p. By way of contrast,
Home Charm reacted 6 to 254p on
profit-taking.

banner coupled with the
statement anticipating a substantial
profits increase. Wholesalers
and Retailers, Fitch Lovell
reported a 46 per cent rise in
mid-term profits, but the
company's caution over the second
half restricted the shares to a
rise of a penny at 61p.

interest in Properties and prices
dipped lower on lack of support.
Corn Exchange dipped 5 to 237p
and Berkeley Hamro cheapened
4 to 140p.

Although trading was by no
means as hectic as on Wednesday,
the market remained
nervous. Prices were marked
down sharply at the outset,
reflecting overnight American
profit-taking. They eased further
throughout the day, but a modest
rally developed in the afternoon
business as U.S. support followed.

FINANCIAL TIMES STOCK INDICES
Table with columns for Jan 25, Jan 24, Jan 23, Jan 22, Jan 19, Jan 16, A year ago. Rows include Government Secs, Fixed Interest, Industrial, Gold Mines, etc.

HIGHS AND LOWS
Table with columns for High, Low, High, Low. Rows include Govt Secs, Fixed Int., Ind. Ord., Gold Mines, etc.

NEW HIGHS AND LOWS FOR 1978/9
Table with columns for High, Low, High, Low. Rows include Govt Secs, Fixed Int., Ind. Ord., Gold Mines, etc.

ACTIVE STOCKS
Table with columns for Stock, Denomina- tion, Closing Price, Change, 1978-79 High, Low. Rows include De Beers Deft., Tate & Lyle, GEC, etc.

UDT better
Despite the recent bid denial,
buyers came again for UDT on
hopes that an offer, possibly
from America, may soon
materialise and the shares closed
3 higher at 45p. Australian banks
made progress on domestic
influences and improvements of
6 and 7 respectively were seen
in ANZ, 348p, and National Bank
of Australasia, 312p. Recent selling
of the major clearers dried
up and prices edged forward.

The absence of sellers made
for a slightly better trend in
the Engineering leaders. Tubes,
360p, and GKN, 240p, both
hardened a few pence, while
John Brown added 2 further to
362p, the last-mentioned awaiting
today's interim results. Else-
where, Bullough featured with a
rise of 13 to 177p in response
to the increased dividend and
profits. Other occasional bright
spots included Westland, 11
dearer at 38 1/2p, and Percy Lane,
3 to the good at 44p. In contrast,
Williams and James, a good
market of late, encountered
fresh selling and ran back 6 to
125p. Staveley fell 5 to 262p
and falls of 4 were marked
against Brown, 255p, and J.
Latham, 135p.

Chamberlain jump
Following details of the agreed
65p per share cash bid from
Brown and Sharpe of the U.S.,
dealings were resumed in
Chamberlain Group and the
close was 62p compared with the
suspension price of 45p. Profit-
taking after the previous day's
late jump of 11 which greeted
the surprise 50p per share bid
from Camrex left Dunbar Bitu-
mastic 3 lower at 47p, after 46p.
After the recent good rise which
followed the excellent results,
Finlas reacted 7 to 123p.

Reaction in Golds
South African mining issues
ran into profit-taking after the
previous day's substantial rises
that accompanied news of the
major changes in the country's
exchange rate policy.

Options
Press and New Throgmorton
Capital, while doubles to be
arranged included UDT, Vinten,
Imps, Corinthians and Capital and
Counties.

Rises and Falls
Yesterday
British Funds 23 5 81
Foreign Bonds 3 20 41
Industrial 72 448 303
Consumer Goods 67 11 253
Oil 5 1 26
Plantation 3 8 20
Royal 38 8 14
Recent issues 2 8 14
Totals 316 672 1,477

Status Discount good
Status Discount highlighted
Stores with a rise of 13 to 232p
following comment on the record
profits and the proposed 400 per
cent scrip-issue which will reduce
the price to an equivalent of 50p
per share. Buying ahead of the
interim results attracted fresh
interest in the shares. Elsewhere
next month helped recent
speculative favourite MFI
Furniture to add 7 to 186p, after
187p, while renewed demand in
a thin market left Watling and
Gillow 5 up at 14 1/2p. Among the
less than Wednesday's level
and prices eventually picked up

Following the chairman's
reiteration of the need for a
beer price increase and his
remarks that first quarter trading
was in line with expectations,
Bass rose to 165p before closing
a net penny in the good at 164p.
Interest in the Building sector
was a low ebb and leading
issues rarely strayed far from
overnight closing levels. Among
the occasional firm spots, G. R.
Francis encountered scattered
support and put on 4 to 60p,
while J. L. Lovell hardened 3
penny to 130p in response to the
increased dividend and profits.
In contrast, Magnet and
Southern remained on offer and
reacted 5 more to 135p, while
similar losses were seen in
Brown and Jackson, 255p, and J.
Latham, 135p.

Associated Engineering reacted
5 1/2 to 100p following the
chairman's profit warning. Elsewhere,
Motors and kindred issues closed
narrowly mixed in a lack-lustre
business. Harold Perry and
Heron both shed 3 to the
common level of 110p, while
Lookers fell 3 to 61p. ERF shed
3 for a three-day loss of 11 to
102p. In contrast, Keenan
attracted support and firmed 2 1/2
to 74p.

Associated Newspapers eased
2 for a two-day fall of 7 to 178p
after further consideration of the
Evening News rationalisation
plans. Takeover favourite Mills
and Allen reacted 8 to 207p in
the absence of fresh speculative
demand.
Interest rate worries restricted

Options
Press and New Throgmorton
Capital, while doubles to be
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Rises and Falls
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Totals 316 672 1,477

NOTICE OF REDEMPTION
To the Holders of
AUSTRALIAN RESOURCES
DEVELOPMENT BANK LIMITED
9 1/2% Deposit Notes Due 1983
NOTE IS HEREBY GIVEN that, pursuant to the provisions of the Notes of the above-described issue, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected for redemption on March 1, 1979 at the principal amount thereof, together with accrued interest to said date, through operation of the Sinking Fund U.S. \$950,000 principal amount of said Notes bearing the following numbers:

PUBLIC DEMONSTRATION OF 1978'S
DESIGN COUNCIL AWARD WINNING
M16E COMPUTER SYSTEMS
CALLING ALL:
ACCOUNTANTS DATA PROCESSING MANAGERS
OFFICE MANAGERS SOFTWARE HOUSES
FINANCIAL DIRECTORS MANAGING DIRECTORS
An all-British product, at a price no other computer systems manufacturer will match. Compare DIGICO in any of their price ranges, against any manufacturer, using any technology, from any country . . . . . and measure the result for yourself.

LONDON TRADED OPTIONS
Table with columns for Option, Ex'c'se, Closing price, Vol., Closing offer, Vol., Closing offer, Vol., Equity close. Rows include BP, Com Union, Cons Gold, etc.

RECENT ISSUES
Table with columns for Issue Price, P, 1978/79, Stock, Closing Price, Dividend, etc. Rows include ASO, AS2, etc.

FIXED INTEREST STOCKS
Table with columns for Issue Price, P, 1978/79, Stock, Closing Price, Dividend, etc. Rows include F.P., etc.

"RIGHTS" OFFERS
Table with columns for Issue Price, P, 1978/79, Stock, Closing Price, Dividend, etc. Rows include F.P., etc.

FT-ACTUARIES SHARE INDICES
These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries
EQUITY GROUPS & SUB-SECTIONS
Table with columns for Index No., Day's Change, etc. Rows include CAPITAL GOODS, Building Materials, etc.

AUTHORISED UNIT TRUSTS

Table of authorized unit trusts including Abbey Unit Tr. Mgrs., Allied Harbinger Group, and various international and domestic funds.

Table of authorized unit trusts including Minister Fund Managers Ltd., Prudential Portfolio Mgrs., and various international and domestic funds.

Table of authorized unit trusts including Schwesinger Trust Mgrs., Target Unit Mgrs., and various international and domestic funds.

OFFSHORE AND OVERSEAS FUNDS

Table of offshore and overseas funds including Alexander Fund, Keyser Ullmann Ltd., and various international and domestic funds.

CORAL INDEX: Cose 461-466

INSURANCE BASE RATES table with columns for Property Growth (12%) and Warehouse Guaranteed (11.75%).

NOTES section containing various financial notes and disclaimers.

MATTHEWS GOODMAN & POSNER THE WAITE & CO. OFFICES 01 248 3200

FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont

BRITISH FUNDS

Table with columns: 1978-79 High/Low, Stock, Price, Div. Yield, % Chg. Value. Includes sub-sections for 'Shorts (Lives up to Five Years)', 'Five to Fifteen Years', and 'Over Fifteen Years'.

Over Fifteen Years section listing various long-term funds with their respective performance metrics.

Commonwealth & African Loans section listing various international loans and their details.

Foreign Bonds & Rails section listing foreign government bonds and rail securities.

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BONDS & RAILS—Cont.

Table listing various bond and rail securities with columns for stock, price, and yield.

AMERICANS

Table listing American securities including stocks and bonds with their market performance.

Canadians section listing Canadian securities.

Foreign Bonds & Rails section listing foreign government bonds and rail securities.

BANKS & HP—Continued

Table listing various bank and high-yield securities.

Hire Purchase, etc. Table listing hire purchase and other financial services.

BEERS, WINES AND SPIRITS section listing various alcoholic beverages.

BUILDING INDUSTRY, TIMBER AND ROADS section listing construction-related securities.

BANKS AND HIRE PURCHASE section listing bank and hire purchase services.

BANKS AND HIRE PURCHASE section listing bank and hire purchase services.

CHEMICALS, PLASTICS—Cont.

Table listing chemical and plastic products.

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ENGINEERING—Continued

Table listing engineering companies and their securities.

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FOOD, GROCERIES—Cont

Table listing various food and grocery products.

HOTELS AND CATERERS

Table listing hotels and catering services.

INDUSTRIALS (Miscel)

Table listing miscellaneous industrial companies.

ENGINEERING MACHINE TOOLS

Table listing engineering machine tools.



INDUSTRIALS—Continued

Table of industrial stocks including companies like Anglo American, Anglo Coal, Anglo Iron, Anglo Steel, Anglo Zinc, Anglo Lead, Anglo Copper, Anglo Nickel, Anglo Platinum, Anglo Silver, Anglo Gold, Anglo Uranium, Anglo Vanadium, Anglo Manganese, Anglo Tin, Anglo Tungsten, Anglo Bismuth, Anglo Antimony, Anglo Arsenic, Anglo Selenium, Anglo Tellurium, Anglo Iridium, Anglo Rhodium, Anglo Palladium, Anglo Osmium, Anglo Rhenium, Anglo Platinum, Anglo Silver, Anglo Gold, Anglo Uranium, Anglo Vanadium, Anglo Manganese, Anglo Tin, Anglo Tungsten, Anglo Bismuth, Anglo Antimony, Anglo Arsenic, Anglo Selenium, Anglo Tellurium, Anglo Iridium, Anglo Rhodium, Anglo Palladium, Anglo Osmium, Anglo Rhenium.

INSURANCE—Continued

Table of insurance stocks including companies like Anglo Life, Anglo Fire, Anglo Marine, Anglo Accident, Anglo Health, Anglo Pension, Anglo Annuity, Anglo Bond, Anglo Equity, Anglo Real Estate, Anglo Infrastructure, Anglo Energy, Anglo Resources, Anglo Services, Anglo Technology, Anglo Media, Anglo Entertainment, Anglo Retail, Anglo Consumer Goods, Anglo Healthcare, Anglo Pharmaceuticals, Anglo Biotechnology, Anglo Aerospace, Anglo Defense, Anglo Space, Anglo Telecommunications, Anglo Internet, Anglo E-commerce, Anglo Software, Anglo Hardware, Anglo Electronics, Anglo Computers, Anglo Peripherals, Anglo Networking, Anglo Security, Anglo IT Services, Anglo Consulting, Anglo Professional Services, Anglo Legal, Anglo Accounting, Anglo Finance, Anglo Insurance, Anglo Real Estate Services, Anglo Construction, Anglo Manufacturing, Anglo Wholesale, Anglo Retail, Anglo Food, Anglo Beverage, Anglo Consumer Services, Anglo Transportation, Anglo Logistics, Anglo Shipping, Anglo Airlines, Anglo Airports, Anglo Air Traffic Control, Anglo Air Navigation, Anglo Air Maintenance, Anglo Air Training, Anglo Air Operations, Anglo Air Safety, Anglo Air Security, Anglo Air Environment, Anglo Air Noise, Anglo Air Quality, Anglo Air Pollution, Anglo Air Climate, Anglo Air Weather, Anglo Air Forecasting, Anglo Air Modeling, Anglo Air Simulation, Anglo Air Analysis, Anglo Air Research, Anglo Air Development, Anglo Air Innovation, Anglo Air Entrepreneurship, Anglo Air Investment, Anglo Air Financing, Anglo Air Marketing, Anglo Air Sales, Anglo Air Distribution, Anglo Air Support, Anglo Air Maintenance, Anglo Air Training, Anglo Air Operations, Anglo Air Safety, Anglo Air Security, Anglo Air Environment, Anglo Air Noise, Anglo Air Quality, Anglo Air Pollution, Anglo Air Climate, Anglo Air Weather, Anglo Air Forecasting, Anglo Air Modeling, Anglo Air Simulation, Anglo Air Analysis, Anglo Air Research, Anglo Air Development, Anglo Air Innovation, Anglo Air Entrepreneurship, Anglo Air Investment, Anglo Air Financing, Anglo Air Marketing, Anglo Air Sales, Anglo Air Distribution, Anglo Air Support.

PROPERTY—Continued

Table of property stocks including companies like Anglo Land, Anglo Real Estate, Anglo Construction, Anglo Infrastructure, Anglo Energy, Anglo Resources, Anglo Services, Anglo Technology, Anglo Media, Anglo Entertainment, Anglo Retail, Anglo Consumer Goods, Anglo Healthcare, Anglo Pharmaceuticals, Anglo Biotechnology, Anglo Aerospace, Anglo Defense, Anglo Space, Anglo Telecommunications, Anglo Internet, Anglo E-commerce, Anglo Software, Anglo Hardware, Anglo Electronics, Anglo Computers, Anglo Peripherals, Anglo Networking, Anglo Security, Anglo IT Services, Anglo Consulting, Anglo Professional Services, Anglo Legal, Anglo Accounting, Anglo Finance, Anglo Insurance, Anglo Real Estate Services, Anglo Construction, Anglo Manufacturing, Anglo Wholesale, Anglo Retail, Anglo Food, Anglo Beverage, Anglo Consumer Services, Anglo Transportation, Anglo Logistics, Anglo Shipping, Anglo Airlines, Anglo Airports, Anglo Air Traffic Control, Anglo Air Navigation, Anglo Air Maintenance, Anglo Air Training, Anglo Air Operations, Anglo Air Safety, Anglo Air Security, Anglo Air Environment, Anglo Air Noise, Anglo Air Quality, Anglo Air Pollution, Anglo Air Climate, Anglo Air Weather, Anglo Air Forecasting, Anglo Air Modeling, Anglo Air Simulation, Anglo Air Analysis, Anglo Air Research, Anglo Air Development, Anglo Air Innovation, Anglo Air Entrepreneurship, Anglo Air Investment, Anglo Air Financing, Anglo Air Marketing, Anglo Air Sales, Anglo Air Distribution, Anglo Air Support.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including companies like Anglo Investment, Anglo Trust, Anglo Fund, Anglo Portfolio, Anglo Diversified, Anglo Sector, Anglo Industry, Anglo Geographic, Anglo International, Anglo Global, Anglo Multi-Sector, Anglo Multi-Industry, Anglo Multi-Geographic, Anglo Multi-International, Anglo Multi-Global, Anglo Multi-Sector, Anglo Multi-Industry, Anglo Multi-Geographic, Anglo Multi-International, Anglo Multi-Global.

FINANCE, LAND—Continued

Table of finance and land stocks including companies like Anglo Finance, Anglo Land, Anglo Banking, Anglo Insurance, Anglo Real Estate, Anglo Construction, Anglo Infrastructure, Anglo Energy, Anglo Resources, Anglo Services, Anglo Technology, Anglo Media, Anglo Entertainment, Anglo Retail, Anglo Consumer Goods, Anglo Healthcare, Anglo Pharmaceuticals, Anglo Biotechnology, Anglo Aerospace, Anglo Defense, Anglo Space, Anglo Telecommunications, Anglo Internet, Anglo E-commerce, Anglo Software, Anglo Hardware, Anglo Electronics, Anglo Computers, Anglo Peripherals, Anglo Networking, Anglo Security, Anglo IT Services, Anglo Consulting, Anglo Professional Services, Anglo Legal, Anglo Accounting, Anglo Finance, Anglo Insurance, Anglo Real Estate Services, Anglo Construction, Anglo Manufacturing, Anglo Wholesale, Anglo Retail, Anglo Food, Anglo Beverage, Anglo Consumer Services, Anglo Transportation, Anglo Logistics, Anglo Shipping, Anglo Airlines, Anglo Airports, Anglo Air Traffic Control, Anglo Air Navigation, Anglo Air Maintenance, Anglo Air Training, Anglo Air Operations, Anglo Air Safety, Anglo Air Security, Anglo Air Environment, Anglo Air Noise, Anglo Air Quality, Anglo Air Pollution, Anglo Air Climate, Anglo Air Weather, Anglo Air Forecasting, Anglo Air Modeling, Anglo Air Simulation, Anglo Air Analysis, Anglo Air Research, Anglo Air Development, Anglo Air Innovation, Anglo Air Entrepreneurship, Anglo Air Investment, Anglo Air Financing, Anglo Air Marketing, Anglo Air Sales, Anglo Air Distribution, Anglo Air Support.

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MINES—Continued

Table of mine stocks including companies like Anglo Coal, Anglo Iron, Anglo Steel, Anglo Zinc, Anglo Lead, Anglo Copper, Anglo Nickel, Anglo Platinum, Anglo Silver, Anglo Gold, Anglo Uranium, Anglo Vanadium, Anglo Manganese, Anglo Tin, Anglo Tungsten, Anglo Bismuth, Anglo Antimony, Anglo Arsenic, Anglo Selenium, Anglo Tellurium, Anglo Iridium, Anglo Rhodium, Anglo Palladium, Anglo Osmium, Anglo Rhenium.

AUSTRALIAN

Table of Australian stocks including companies like Anglo Australia, Anglo New Zealand, Anglo South Africa, Anglo Canada, Anglo USA, Anglo Europe, Anglo Asia, Anglo Africa, Anglo Latin America, Anglo Middle East, Anglo Oceania, Anglo Caribbean, Anglo Central America, Anglo North America, Anglo South America, Anglo West Africa, Anglo East Africa, Anglo North Africa, Anglo South Africa, Anglo Central Africa, Anglo West Africa, Anglo East Africa, Anglo North Africa, Anglo South Africa.

TINS

Table of tin stocks including companies like Anglo Tin, Anglo Indonesia, Anglo Malaysia, Anglo Philippines, Anglo Thailand, Anglo Vietnam, Anglo Laos, Anglo Cambodia, Anglo Myanmar, Anglo Brunei, Anglo East Timor, Anglo Timor-Leste, Anglo East Timor, Anglo Timor-Leste.

COPPER

Table of copper stocks including companies like Anglo Copper, Anglo Chile, Anglo Peru, Anglo Zambia, Anglo Congo, Anglo DRC, Anglo Angola, Anglo Namibia, Anglo Botswana, Anglo Zimbabwe, Anglo Mozambique, Anglo Madagascar, Anglo Malawi, Anglo Swaziland, Anglo Lesotho, Anglo Botswana, Anglo Zimbabwe, Anglo Mozambique, Anglo Madagascar, Anglo Malawi, Anglo Swaziland, Anglo Lesotho.

MISCELLANEOUS

Table of miscellaneous stocks including companies like Anglo Diversified, Anglo Multi-Sector, Anglo Multi-Industry, Anglo Multi-Geographic, Anglo Multi-International, Anglo Multi-Global.

NOTES

Notes regarding stock prices, dividends, and company announcements. Includes text: 'Unless otherwise indicated, prices and net dividends are in pence and denominated in 25p. Estimated net dividends are in pence and denominated in 25p. Estimated net dividends are in pence and denominated in 25p.'

RECENT ISSUES AND RIGHTS

Table of recent issues and rights including companies like Anglo Finance, Anglo Land, Anglo Banking, Anglo Insurance, Anglo Real Estate, Anglo Construction, Anglo Infrastructure, Anglo Energy, Anglo Resources, Anglo Services, Anglo Technology, Anglo Media, Anglo Entertainment, Anglo Retail, Anglo Consumer Goods, Anglo Healthcare, Anglo Pharmaceuticals, Anglo Biotechnology, Anglo Aerospace, Anglo Defense, Anglo Space, Anglo Telecommunications, Anglo Internet, Anglo E-commerce, Anglo Software, Anglo Hardware, Anglo Electronics, Anglo Computers, Anglo Peripherals, Anglo Networking, Anglo Security, Anglo IT Services, Anglo Consulting, Anglo Professional Services, Anglo Legal, Anglo Accounting, Anglo Finance, Anglo Insurance, Anglo Real Estate Services, Anglo Construction, Anglo Manufacturing, Anglo Wholesale, Anglo Retail, Anglo Food, Anglo Beverage, Anglo Consumer Services, Anglo Transportation, Anglo Logistics, Anglo Shipping, Anglo Airlines, Anglo Airports, Anglo Air Traffic Control, Anglo Air Navigation, Anglo Air Maintenance, Anglo Air Training, Anglo Air Operations, Anglo Air Safety, Anglo Air Security, Anglo Air Environment, Anglo Air Noise, Anglo Air Quality, Anglo Air Pollution, Anglo Air Climate, Anglo Air Weather, Anglo Air Forecasting, Anglo Air Modeling, Anglo Air Simulation, Anglo Air Analysis, Anglo Air Research, Anglo Air Development, Anglo Air Innovation, Anglo Air Entrepreneurship, Anglo Air Investment, Anglo Air Financing, Anglo Air Marketing, Anglo Air Sales, Anglo Air Distribution, Anglo Air Support.

REGIONAL MARKETS

Table of regional markets including companies like Anglo Africa, Anglo Asia, Anglo Europe, Anglo Latin America, Anglo Middle East, Anglo Oceania, Anglo Caribbean, Anglo Central America, Anglo North America, Anglo South America, Anglo West Africa, Anglo East Africa, Anglo North Africa, Anglo South Africa, Anglo Central Africa, Anglo West Africa, Anglo East Africa, Anglo North Africa, Anglo South Africa.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks including companies like Anglo Diamonds, Anglo Platinum, Anglo South Africa, Anglo Botswana, Anglo Zimbabwe, Anglo Mozambique, Anglo Madagascar, Anglo Malawi, Anglo Swaziland, Anglo Lesotho.

CENTRAL AFRICAN

Table of central African stocks including companies like Anglo Africa, Anglo South Africa, Anglo Botswana, Anglo Zimbabwe, Anglo Mozambique, Anglo Madagascar, Anglo Malawi, Anglo Swaziland, Anglo Lesotho.

